

# THE Publishers' Weekly

## The American BOOK TRADE JOURNAL

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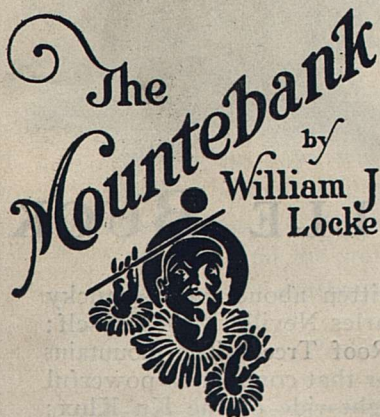
VOL. XCIX.

NEW YORK, FEBRUARY 12, 1921

No. 7

**COMING FEBRUARY 25th**

## WILLIAM J. LOCKE'S NEW BELOVED VAGABOND



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SINCE 1906 people have talked about "The Beloved Vagabond," making it the most famous book Locke ever wrote. Now they will talk about "The Mountebank" with no less enthusiasm, for it is the story of a man who is probably the most "beloved" of all the wonderful characters Locke has immortalized—a man born in a circus tent, who had lived a fun-maker's life until the great war came, who was a private at its beginning, a brigadier-general at its end, who could then have married into the English aristocracy, but chose to honor, until fate released him, the ties that bound him to a woman who had shared his ups and downs of fortune. Only Locke could make such a man stand out as a worthy successor of Paragot, the Beloved Vagabond, "Doggie" Trevor, John Baltazar—a man you love. *And Locke has done it.*

**JOHN LANE COMPANY, Publishers, New York**



# THE ROOF TREE

By the author

of

"The Call of the  
Cumberlands"

By

CHARLES NEVILLE BUCK



Many good stories have been written about the Kentucky Hill-folk, not a few of them by Charles Neville Buck himself; but never a better one than "The Roof Tree." The mountains loom through it; there is a feud war that comes to a powerful climax, with a long, throbbing night ride of the Ku Klux; there is a strong man's fight to keep honor and life together and there is an entrancing love story with the beautiful symbolism of the roof-tree coloring it. *We are putting a big selling campaign behind it, starting off with a window display that is original and attractive.*

Publication date, February 18th

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GARDEN CITY, N. Y.



## CATCH THOSE MYSTERY LOVERS

Night in the library of a fashionable Washington home; a girl sits there reading, absorbed in her book, oblivious of all else, for she is deaf. A man slips stealthily into the room and softly busies himself opening a safe in the corner. Through the portieres behind him comes a flash of steel; the man crumples up dead on the floor. . . . The girl continues her reading, sitting there under the lamp. Finally she rises and goes toward the door. She stumbles and finds at her feet a man, dead.

**Who is the man?**

**Who killed him?**

# THE UNSEEN EAR

**By NATALIE SUMNER LINCOLN**

Most skilful of mystery builders, opens in this way.

This novel is one absolutely unrivalled as a baffling, insoluble mystery. Every character is suspected of the crime; suspicion points this way and that, until finally it is the Unseen Ear itself that solves the riddle. Here are surprise and real punch that will win everyone who likes a good story, and the lovers of detective stories will rush to it with enthusiasm. A sure-fire seller! Miss Lincoln has never had a greater triumph in devising a mystery, and the story shows a distinct advance in Miss Lincoln's literary craftsmanship.

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## DM=====NEW DODD, MEAD BOOKS=====DM

**THE USES OF DIVERSITY***By Gilbert K. Chesterton**Author of "Tremendous Trifles," "Varied Types," etc.*

A new volume of essays by G. K. C. is a literary event, and especially so just now, as Mr. Chesterton is visiting America. An idea of the diversity of the contents of his new book is indicated by the following partial table of contents: On Seriousness; Lamp-Posts; The Spirits; The Domesticity of Detectives; George Meredith; Ireland and the Domestic Drama; The Japanese; On Pigs as Pets; The Futurists; Mormonism; Tennyson; Our Latin Relations; On Stage Costume; The Plan for a New Universe; Wishes; On Historical Novels. There are 35 essays in all. \$2.00

**SWEET STRANGER***By Berta Ruck**Author of "His Official Fiancée," etc.*

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Mr. Macfarlan's previous books have shown that in him we have a story-teller of great promise and power. The scene of his new book is laid in Corsica, "that perfumed island which is only a name to most of us," and the plot turns upon a most unusual and dramatic situation. It is a moving story of love, passion and adventure. \$2.00

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A psychological and pedagogical study based upon investigations made by the new Nancy School. The practical discoveries of this school are destined to influence educational work more radically even than Freudianism can influence it. And the theories of this same school will effect a renovation of psychology and medicine, and, as supplements to the teachings of Bergson, of modern philosophy as well. \$3.50

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AND FEELING***By Charles Platt, Ph. D., M. D.*

Habit, thought, memory, the emotions, the mind cure, the unconscious mind with all its relations, as viewed psychologically, are some of the subjects treated in this common sense book; and with these there is, too, a study of the abnormal, both as exhibited in the individual, in mental ills and also in the socially inadequate, the criminal and the delinquent. \$2.50

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DM=====DM



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# VITALIC BREATHING

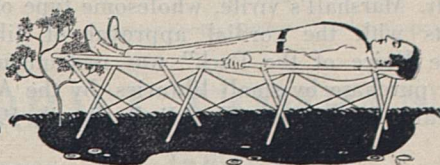
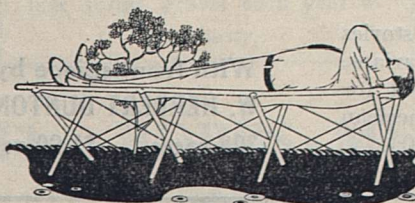
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INSURES PHYSICAL FITNESS  
ARRESTS PREMATURE OLD AGE



REILLY & LEE CO.  
PUBLISHERS CHICAGO



**FEW authors of Western adventure stories have had a better background for their work than**

# EDISON MARSHALL

Edison Marshall, the new Oregon author whose first book, "The Voice of the Pack," published a year ago, combined romance, adventure and knowledge of the Oregon woods, is but twenty-six years old.

"The Voice of the Pack" attained a sale of twenty-one thousand copies. Hodder & Stoughton, the leading London publishers, quickly secured the British rights and editions were sold in Canada and Australia.

Although "The Voice of the Pack" was Mr. Marshall's first novel, one of his short stories, "The Elephant Remembers," which appeared in *Everybody's Magazine*, was included in a volume of the fifteen best short stories of 1919 selected by the Society of Arts and Sciences.

Mr. Marshall is the son of a Forty-niner. Some of his father's people were on hand at the opening of every new frontier. Educated at the University of Oregon, young Marshall worked as city editor on several small newspapers of Oregon.

His real life is lived out of doors, and his fondness for adventure has often imperilled his life. Once he narrowly escaped death in an Oregon blizzard.

Mr. Marshall's second novel, "The Strength of the Pines" (publication date, Feb. 11, 1921), deals with an Oregon mountain feud. "The Killer," an enormous, fearless grizzly bear, dominates more than one scene.

Mr. Marshall's first novel received high praise from the popular novelist, Zane Grey, who said: "The Voice of the Pack" is clean, fine, raw, bold, primitive; and has a wonderfully haunting quality in the repeated wolf-note."

Mr. Marshall's virile, wholesome type of stories meets with the cordial approval of librarians. "The Voice of the Pack" was recommended for first purchase by small libraries, by the American Library Association "Booklist" (April, 1920).



*Author of*

## "THE STRENGTH OF THE PINES"

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**With frontispiece by  
W. HERBERT DUNTON**  
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Publishers Indianapolis



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Not at all grimly, but as gallantly as he, a daughter of the constabulary wears the uniform of the "Mounted." Yukona Bruce is ruled only by a woman's law unto herself, "get your man."

The strongest and most pulse-stirring story of the Royal Mounted that has yet come to us out of the Frozen North.

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A swift-moving, entertaining story of New York, the city of countless thrills, with an ingenious plot and plenty of startling moments.

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## The Three Eyes

By MAURICE LeBLANC  
Author of "The Secret of Sarek"  
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Another thrilling, whirlwind mystery story by the inimitable Maurice LeBlanc, the creator of Arsene Lupin.

Another maze of inscrutable riddles solved by this ingenious and compelling author upon the breath-holding pages of his greatest achievement, "The Three Eyes."

**THE MACAULAY COMPANY, Publishers, New York**



# Think of having only three titles for a Spring list---

## But How They Will Sell

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It tells of the regeneration of a killer.

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It is the story of the *Girl of Your Dreams.*

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Millions of magazine readers love the stories of Arthur Somers Roche.

Here is an opportunity for book readers to discover him at his best.

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4-color jacket and illustrations by Dean Cornwell.

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**The Kingdom Round the Corner**

His first Cosmopolitan novel.

Watch us put him over the top along with Peter B. Kyne and James Oliver Curwood.

**The Kingdom Round the Corner**

is the manliest, tenderest and altogether the most charming story that we have read in many a day.

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A book on books, on personalities, on the theories and practices of literature, by one of the most brilliant of the younger men of letters. \$3.00

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### **IDLE MOMENTS IN FLORIDA**

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A novel by the author of SOUTH SEA FOAM. \$2.00

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*W. Somerset Maugham*

The author of THE MOON AND SIXPENCE tells a strange love story of Black Magic. \$1.90

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*Horace Annesley Vachell*

The author of WHITEWASH and QUINNEY'S tells the modern story of a woman whose career overshadows her love. \$2.00

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*Stephen McKenna*

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GEORGE H. DORAN COMPANY

Publishers

New York





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- ¶ Drifting quietly into the little stream, the canoe approached the thickly wooded shore.
- ¶ And there, suddenly, as if from nowhere, appeared the face and half-disclosed figure of a beautiful girl.
- ¶ What was she doing in the deep woods? Was it fear, surprise or appeal that made her expression so irresistible?
- ¶ Every man would do what Stephen Warren did—he went ashore to find out. And you will read with quickening pulse the story of a romantic adventure that swept him into the web of a sinister intrigue. The mystery of the Martels encompassed these deep woods, and once having stepped into them he needed every ounce of pluck and wit to win freedom for himself and the girl he loved.
- ¶ An outdoor tale of mystery, love and adventure that holds you to the very last page.

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*By Henry Oyen*

**Author of THE SNOW BURNER, BIG FLAT, THE PLUNDERER, Etc.**

*At All Booksellers \$1.75*

## **When**

***Gertrude Atherton Says:*** (in the New York Times)

"The book is an extremely important one, for it deals with the momentous question of the Japanese invasion of California. But there is plenty of strictly Irwinesque humor, biting satire and just enough fun. Although I should like to see 'Main Street' scattered by the million, 'Seed of the Sun' is a far bigger book and of equal importance to the United States."

## **And**

***Julius Kahn Says:*** (U. S. Representative from California)

"It is a splendid picture of the Japanese situation in California. I wish every patriotic American could read your book. Permit me to congratulate you for having presented so faithful a picture of conditions in the Golden State."

## **SEED of the SUN**

*By Wallace Irwin*

**bids fair to be the book of the season.**

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*Here, among the fiction leaders that Houghton Mifflin Company will publish during February and March, are novels for every type and taste. Not a single novel reader will enter your store this season who would not be suited with one or more of the books below.*



## SISTER SUE

By ELEANOR H. PORTER

Mrs. Porter's last big novel—a story of joy through self-sacrifice; of a girl who surrenders her career for the sake of her family, and who discovers at last that in helping others, she has helped herself to find romance and happiness. Illus. \$2.00. (Mar. 18)

## Beauty and Mary Blair

By ETHEL M. KELLEY

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## Gunsight Pass

By WILLIAM MacLEOD RAINE

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## Jackie

By COUNTESS BARCYNKA

Jackie's rise from elfin dancer beside the hand-organ to première danseuse, and her surrender of a brilliant career for the sake of love. By the author of "Rose o' the Sea." Frontispiece in color.

\$2.00. (Feb. 25)

## Ellen Levis

By ELSIE SINGMASTER

Original, convincing and of gathering intensity, this new novel is even more absorbing than its predecessor "Basil Everman." \$2.00. (Now ready)

## A Lantern of Love

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The real story of the Peace Conference told for the first time by one of the actual commissioners.

## The Peace Negotiations

A Personal Narrative

## ROBERT LANSING

The publication of this book is an event of world-wide importance. It will be featured in the Press, discussed in editorials and quoted in Congress. Take advantage of the big sale that will be insured by this immense free publicity, backed by our own advertising campaign, by the unique and sensational interest of the book, by the low price, and by the fact that the material will not be serialized before publication. *Send in an early order and a big order.*

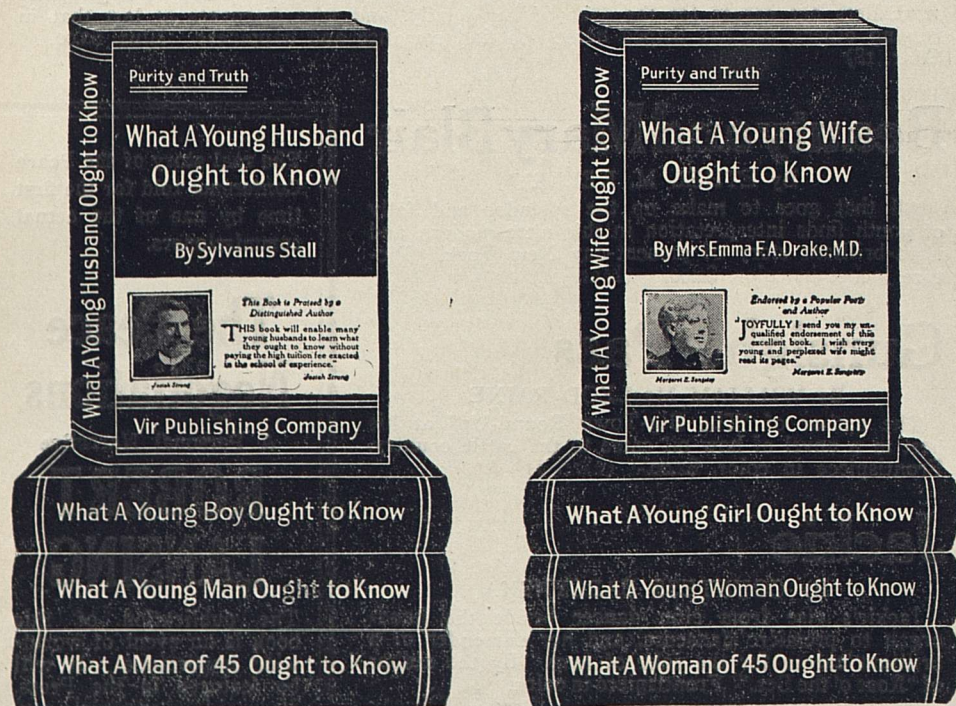
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Notwithstanding the fact that we are paying far more than double the cost of the pre-war price for manufacturing them (they ought to be \$2.00 a copy) the price continues at \$1.35.

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**The Vir Publishing Company** 200-214 North 15th St, Philadelphia, Pa.

In Canada: The Ryerson Press,  
Queen and John Streets, Toronto

In England: 4 Imperial Buildings  
Ludgate Circus, London, E. C.



# Some have asked us “Who is Burris Jenkins?”

## FOR THE BENEFIT OF ALL THE TRADE

DOCTOR BURRIS JENKINS is not only a minister and the publisher of a large metropolitan paper, *The Kansas City Post* and active in political circles (he nominated McAdoo for the Presidency at the Convention in San Francisco 1920) but he finds time to play a good game of golf, go hunting or fishing and gets a world of fun out of life. He preaches to one of the largest congregations in Kansas City and is known for his liberal religious ideas. He has written several books but, this year is publishing his first novel, which in every line reveals his broad humanity, his love of friend and foe and his fine appreciation of the beauty in life and nature.

Dr. Jenkins was born in Kansas October 2, 1869. Received his A. B. degree from Bethany College and is a post graduate of both Harvard and Yale Universities in the School of Divinity.

*His New Book will be read and reread, admired by some for the thrilling tale it tells, discussed by others for the manner of the telling, and cherished by thousands for the inspiration and faith it will give. A truly remarkable story.*

# PRINCESS SALOME

## A TALE OF THE DAYS OF CAMEL BELLS

Will be published in March. It will carry an unusually attractive jacket. We will tell you more about it in later issues BUT please reserve a large place on your calendar for it. Literary and Religious circles will talk about this novel for many a day.

---

J. B. LIPPINCOTT COMPANY, PHILA.

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## Recent Books Sure to be Spring Leaders

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How will we go about getting this trade? Answer: Detective and Mystery stories. It is a truism which has been fully demonstrated by the greatest minds of the world that the reading of mystery novels is one of the most beneficial recreations that an active man can have.

We are so impressed by this fact,—and from your own experience you surely know that a detective and mystery story never fails to interest any normal man,—that we have planned a campaign to reach

this great big potential market that is lying dormant. On February 1st we published five new Arthur B. Reeve titles, making ten in all. Arthur B. Reeve is the man who wrote the Craig Kennedy novels, whose stories have been so largely read in the *Cosmopolitan* magazine and in the Harper editions, more particularly recently owing to the enormous effort that Harper & Bros. put over by national advertising of these stories selling them in sets, to stir up an interest in this author's works. You can now cash in on this by selling the Popular Editions, either one at a time or in lots of ten.

You will also notice that *THE MIDDLE TEMPLE MURDER* is on this list, and several other very excellent stories in addition to the titles we previously published, making all in all, a very formidable and effective assortment of this class of novel for big selling. That is one phase.

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# Here's the List of DETECTIVE AND MYSTERY STORIES New February 1, 1921

|                                       |                 |                                     |                   |
|---------------------------------------|-----------------|-------------------------------------|-------------------|
| Constance Dunlap.....                 | Arthur B. Reeve | Man Who Fell Through the Earth, The | Carolyn Wells     |
| Crevice, The                          |                 | Masked Woman, The....               | Johnston McCulley |
| William J. Burns and Isabel Ostrander |                 | Middle Temple Murder, The...        | J. S. Fletcher    |
| Ear in the Wall, The.....             | Arthur B. Reeve | Mystery Mind, The                   |                   |
| Guy Garrick.....                      | Arthur B. Reeve | Arthur B. Reeve and John W. Grey    |                   |
| Gold of the Gods.....                 | Arthur B. Reeve | Three Sapphires, The.....           | W. A. Fraser      |
| Ivory Ball, The.....                  | C. C. Hotchkiss | White Cipher, The.....              | Henry Leverage    |

## Titles Previously Published

|                                  |                       |                                   |                     |
|----------------------------------|-----------------------|-----------------------------------|---------------------|
| Anthony Trent, Master Criminal   | Wyndham Martyn        | Master Mystery, The.....          | Arthur B. Reeve     |
| Arncliffe Puzzle, The.....       | Gordon Holmes         | Million Dollar Mystery.....       | H. MacGrath         |
| Blue Lights.....                 | Arnold Fredericks     | Mysterious Disappearance, A....   | G. Holmes           |
| Circular Staircase, The.....     | M. R. Rinehart        | Mystery of Hartley House, The     | Clifford S. Raymond |
| Clue in the Air, The.....        | Isabel Ostrander      | Mystery of the Summer House       | H. Hutchinson       |
| Crimson Alibi, The.....          | Octavus Roy Cohen     | Mystery of the Yellow Room, The   | Gaston Leroux       |
| Diana of the Moorland.....       | Louis Tracy           | Number Seventeen.....             | Louis Tracy         |
| Dream Doctor, The.....           | Arthur B. Reeve       | Perfume of the Lady in Black, The | Gaston Leroux       |
| Escape of Mr. Trimm, The....     | Irvin S. Cobb         | Poisoned Pen, The.....            | Arthur B. Reeve     |
| False Faces, The.....            | Louis Joseph Vance    | Postmaster's Daughter.....        | Louis Tracy         |
| Film of Fear, The.....           | Arnold Fredericks     | Room with the Tassels, The...     | Carolyn Wells       |
| Great Possessions.....           | David Grayson         | Secret Witness, The.....          | George Gibbs        |
| Heritage of Cain, The.....       | Isabel Ostrander      | Silent Bullet, The.....           | Arthur B. Reeve     |
| Hollow Needle, The.....          | Maurice LeBlanc       | Suspense.....                     | Isabel Ostrander    |
| House of a Thousand Candles, The | Meredith Nicholson    | Tales of Sherlock Holmes.....     | A. C. Doyle         |
| House of Whispers, The...        | William Johnston      | Teeth of the Tiger, The....       | Maurice LeBlanc     |
| House Round the Corner, The      | Gordon Holmes         | Through the Wall.....             | Cleveland Moffatt   |
| Island of Intrigue, The....      | Isabel Ostrander      | Treasure Train, The.....          | Arthur B. Reeve     |
| Ivory Snuff Box, The....         | Arnold Fredericks     | Twenty-six Clues, The....         | Isabel Ostrander    |
| Late Tenant, The.....            | Gordon Holmes         | Whispering Wires.....             | Henry Leverage      |
| Man in Lower Ten..               | Mary Roberts Rinehart | Winning Clue, The.....            | James Hay, Jr.      |

### ISN'T IT SO, Mr.—BOOK SALESMAN?

To-day you feel as if you could push the hotel over.  
Next Thursday you may not care if it falls on you.  
That's the book business.

But there's nothing like a good detective story to  
freshen up your mind and put you "in tune" again.  
To prove it, we'll send you, **WITH OUR COMPLI-  
MENTS**, a copy of any title in the list.

Mail your choice to us to-day. You'll get the  
book as fast as Uncle Sam can deliver it to you.

### "A BUYER'S LOT IS NOT A HAPPY ONE"

Half the time he's racing for a train before he's  
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We're willing to do our bit to keep his spirits up  
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Any title in the above series of rattling good mys-  
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to us, and the book will go forward to your home  
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**“Potterism”** is mounting ever higher. The Baker and Taylor Company report it fifth in their list of ten best sellers for the month of January.

A new printing of 10,000 is being put through.

A comprehensive and new newspaper advertising campaign is being started.

You can have complete faith in “Potterism.” See that you stand right on *the Big Spring Book*,

## Rose Macaulay's “POTTERISM”

FOR MARCH PUBLICATION

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### JAKE

EUNICE TIETJENS

In “Jake” we have Eunice Tietjens the novelist and a book full of life and truth and beauty. You will like and understand “Jake,” a product of the Mississippi Valley, a combination of human strength and all too human weaknesses, and the big, pulsating, unforgettable drama, that the book is. Also, the book in one of its aspects is a rare idyll of happy American family life, of richness and completion for man and wife in mutual love and joy in their children. We consider this one of the big books of the Spring and are planning special selling helps for you.

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### THE NOISE OF THE WORLD

ADRIANA SPADONI

Miss Spadoni's first novel, “The Swing of the Pendulum,” won for her immediate and widespread recognition as one of the best of contemporary American novelists. “The Noise of the World” is essentially the story of the struggle for adjustment between a wife and her husband, each with rather fine ideals. This is a novel of compelling interest and of high popular value. We count on it to be one of the big spring novels of American authorship.

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### RED FLOWERS

FRANCIS HAFFKINE SNOW

This is a rich romantic novel pulsating with life and energy, with intrigue and adventure. Mr. Snow is an American who lived in Russia for many years and that vast, heterogeneous land of the old Czarist days is the scene of this classic novel. Comparison with Ibanez and Hugo has been general and inevitable by those who have read it.

\$2.00



**BONI & LIVERIGHT**  
NEW YORK





## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 12, 1921

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*  
—BACON.

### Selling Seasons

**I**N a volume entitled "The Building of the Book," published not many years ago by the Grafton Press there was a chapter, describing one part of the publishing business, which stated that spring as a publishing season was largely a time when the publishers issued books from which they did not expect a great deal of return, or books that for some reason or other had been held over from the more important fall season. The general assumption of the writer was that which used to exist in the retail bookstores and in the public mind, namely that good publishing meant putting into the fall everything that could be possibly jammed into that season, and only the leftovers or less important things came at other seasons of the year. There has been a very wide and healthy change in this attitude, as any glance at our spring lists of the last few years will indicate.

While it is not likely that the fall season will ever become anything but the most important of book seasons, yet all branches of the book-trade realize that reading is not a seasonal occupation, and that to give books their proper attention, their publication must be scattered equally thru many months. From the point of view of circulation alone, it has very often been the case that books published early in the year have proved to be still best sellers when fall came, as instanced by Zane Grey's "The Man of the Forest" last year, or "Miss Lulu Bett" by Zona Gale, and "This Side of Paradise" by F. Scott Fitzgerald. On the retailer's side, too, a better study of business management has shown the burden that is placed on any retailer whose business is concentrated in a small number of months, and there has been a healthy effort on all sides to find the right way to merchandise thruout the year.

The organized help offered thru the Year Round Bookselling Campaign in supplying

seasonal posters to the retailer is a good move in this direction, and with Religious Book Week coming in March there will be another emphasis on the possibilities of spring business. Retailers who have considered May the poorest month will find in the graduation season an interesting opportunity to double good total sales. Others who have found June a time when people spend too little time in the bookshop will find the way to get their share of the wedding present business and will get the contact with customers who are starting on their vacations at the end of the month. Reading is a year round occupation, and selling books ought to take on the same characteristics.

### Retail Advertising Now!

**T**HE relation between what the publishers are endeavoring to do to serve the retailer under the Year Round Bookselling Campaign and the effort of last summer at the initiative of the retailers for a national advertising campaign should be carefully kept in mind. The large campaign, which was temporarily put aside on account of the inability to raise so large a fund in the conditions of business as they were, included a retailer's service, a campaign of news publicity and an appropriation for general display space. The latter would have used the largest part of the appropriation. It was to have been backed by a news campaign thru the columns of the papers, and there was also to be a direct service to the retailer in keeping him in touch with the general campaign, with suggestions for his store, posters, etc.

It is this latter feature only that has been picked up and carried on at the expense of between forty and fifty subscribing publishers, and the posters and streamers are going free to each bookseller who will offer to use them. This dealer material deserves to be backed up by the retailer by a good campaign of local advertising. There is business to be had for those who will take it, and in all lines retailers need to reach out and claim the interest of their public. Booksellers have always largely depended on the publicity of the publishers, but at this time and in this season there is every reason for them to make special efforts to reach the book-minded, and those who may become book-minded.

If the last year has shown anything, it has shown that there is a large group of potential



book buyers who have not previously become confirmed in this habit. If they are not confirmed at this time, it would seem quite likely that many seasons may go by before the opportunity is again as good. The suggestion of the All Year Round Bookselling plan that the dealer should reach out with the appeals of "America Month," of "Useful Books for Every Need," of "Religious Book Week," of "Back to Nature Books," of "Books As Gifts" will be many times more effective if the retailer backs the posters and general ideas with the full power of what local publicity he can rally.

### Frank Wise Resigns

TORONTO.—Frank Wise, president of the Macmillan Co. of Canada, Limited, ever since the company was organized in 1905, has resigned and will enter another line of business. The announcement has taken the Canadian book-trade completely by surprise, and many expressions of regret are heard that he should be severing his connection with the publishing business. During his sixteen years' sojourn in Canada, Mr. Wise has made a conspicuous success in the publishing field, besides taking a prominent part in other lines of activity. Beginning on January 1, 1906 in small quarters over the Oxford University Press premises on Richmond St. West, with a capital of \$20,000, the firm has succeeded in building up an institution, handsomely and commodiously housed in its own building on Bond Street, with assets of a quarter of a million and an annual turnover of nearly half a million. The growth of the business constitutes a record in the history of the Canadian publishing business.

For three years, Mr. Wise acted as chairman of the Publishers' Section of the Toronto Board of Trade. In this connection he has been actively and aggressively interested in the copyright question. To him credit must also be given for inducing the government to enlarge the scope of the recent paper inquiry to take in book as well as newspaper paper. Mr. Wise organized and was active in the management of the Imperial Home Reunion Association, which brought out upwards of 2500 women and children to join their husbands and fathers in Toronto prior to the war. He was also a promoter of the Bureau of Municipal Research and the Citizens' Research League of Canada, while during his chairmanship of the Toronto Branch of the Navy League a drive for funds brought in over half a million dollars. A man with a fine appreciation of literature, he has always demanded a high standard in the publication which he has undertaken.

The Directors of the Company, at a meeting held in Toronto on February 2nd, accepted Mr. Wise's resignation and appointed, as

President of the Company, Hugh S. Eayrs, formerly Sales Manager and Secretary, and have also elected Robert Huckvale as Secretary of the company.

Hugh S. Eayrs' appointment to the presidency of the Macmillan Co. of Canada, Limited, has now been made public. He is a young Englishman, who has been engaged in literary and publishing work in Canada for the past nine years. He was on the editorial staff of the *Canadian Courier* for some time and later spent a year or two on the staff of the Maclean Publishing Co. He joined the Macmillan Co. about five years ago as manager of the education department, later becoming sales manager and more recently secretary and business manager. He was the author, in collaboration with T. B. Costain of *The Saturday Evening Post*, of a successful novel and has contributed extensively to Canadian periodicals.

W. A. C.

### Advance Listing of Reviews

THE New York Times has just inaugurated a special service that will be of real value to the bookseller, as the *Times Book Review* goes very widely to the book buyers, not only in New York, but to all bookselling centers. On Thursday of each week it will print a list of the principal books that are to be reviewed in the issue of the following Sunday. The list as printed last week covered twenty-six titles.

By having this information in advance, the retailer can be prepared to meet the demands that usually follow such reviews, and thus fewer people will be disappointed when they look around for the books on Monday morning. This is the *Times'* answer to the question of retailers as to how they can know in advance what demands will be created by the Sunday paper.

There may be a suggestion in this for other papers whose book pages exert strong influence. The retail store is the place where the pulling power of an illuminating review is felt, and by whetting the interests of the public in coming reviews and at the same time informing the dealer of the publicity that is on the way, better book distribution might easily be effected.

### Fighting 44-hour Week

A CONFERENCE was held in St. Louis on February 3rd of book and job printers from thruout the Middle West. Resolutions were adopted, pledging the employers "unalterably and unequivocally to reject the demands for a forty-four-hour week at any time" and to refuse to make any contracts on less than a forty-eight-hour basis. The conference was attended by 166 delegates representing 1077 shops.



# Progressive Bookselling

## Guaranteed Bookselling—One Shop and Its Methods

By Holland Hudson

ALL of a mile from Gotham's main arteries of traffic Jefferson Market Court rears sturdily aloft a row of authentic chimney-pots, like a remembered glimpse of some old-world city. Just across the street from it at Four Christopher Street stands Frank Shay's book-shop and from its doorway you may inspect the bristling gargoyles and bucolic flora with which this venerable temple of justice is encrusted. No doubt it is the archaic charm of that part of Manhattan lying immediately west and south of Washington Square which has attracted and held the amazing number of solid and successful authors, musicians, painters, and even business men who have made their homes there.

Once rents were cheap in Greenwich Village, but nothing is cheap any more—not even there. Accordingly Frank Shay's book-shop is housed in small quarters. It is, in fact a single room, which was once upon a time the sitting-room of O'Connor's Cafe where John Masefield was employed as a waiter and into which he bore many a glass of—, what was it they drank in those days?

Frank Shay declares that his shop is big enough for the books his customers want and himself, "This is a book stall; not a store," he says, and we suspect him of punning. However, the shop, or stall, as he prefers, is most compactly arranged. Wall shelves cover three sides as high as F. S. can reach; and a door, show-window and small book-case, take up the fourth. The center of the room contains an article we have never seen outside department stores (where aisle space is at a premium), altho it seems designed especially for the small book-shop—a patented table which displays several hundred titles in such a way that each jacket is entirely and enticingly visible. The shop is not cluttered up with terribly artistic furniture and fire-irons and pottery and lampshades and futuristic sculptures; it is simply arranged to display and sell books. True, the walls bear a few paintings, originals in oil, principally, and a batik (by Pieter Meijer himself) but these, tho they may be for sale, seem to be entirely by way of decoration; they do not elbow your attention nor your embonpoint while you are considering books.

And who are his customers? Incredible as it may seem more than half of them are authors. As we intimated in our opening paragraph Greenwich Village authors are not all unpublished, and the shop also draws upon authors from uptown, and in fact, from all over the country, such men as Lewis Beach, William Rose Benét, James Branch Cabell, George Cronyn, Floyd Dell, Theodore Dreiser, Waldo Frank, Susan Glaspell, Harry Kemp,

William Haynes, Sam Hume, Inez Haynes Irwin, Sinclair Lewis, William McFee, Edna St. Vincent Millay, Phillip Moeller, Christopher Morley, Eugene O'Neill, E. L. Pearson, the Brothers Powys, Tod Robbins, Gardner Teall, Henrik Willem Van Loon, Mary Heaton Vorse, and so on. And, as for well-known artists and illustrators,— but this isn't to be a Who's Who.

Such customers know quite positively what they want. The sales problem with this particular clientele is to have on hand in advance



SINCLAIR LEWIS, AUTHOR OF "MAIN STREET," AT FRANK SHAY'S, DRAWN BY HENRIK VAN LOON, AUTHOR OF "ANCIENT MAN"

the books it will call for, which means keeping well-posted on what the publishers are bringing out and how much of their product is good enough to interest the most discriminating consumers in the country. Your novelist will not buy a pot-boiler nor go without a really sound and well-written novel and the same is true of poets and poetry, playwrights and plays, critics and criticism.

Of the customers who are not writers some also have their minds set on their desires in



advance of their coming. Woe to the bookseller who, when Heywood Broun (for example) says a book is thus and so, has not that book upon his table. Woe to him, for such a customer goes the rounds of the shops until he finds a bookseller who also reads Heywood Broun. This means keeping up with the critics as well as the publishers. (Frank Shay used to cut out the more entertaining reviews and display them in his window, but the authors used to stop and read them in such numbers as to block the shop's doorway and thus prevent each other from entering the shop).

Finally, there is the more usual customer who doesn't know what she wants. (Quite as

tion, but with a knowing smile. Others, myself included, objected, saying, "But the satisfaction of each of your customers with his purchase is so utterly a matter of taste—what books dare you guarantee?" and more questions to the same effect.

Stubbornly, Mr. Shay, posted in his shop a list of books which he guaranteed and offered to exchange, should they prove unsatisfactory. His customers, however, continued to look helplessly at the books and ignore the comparatively inaccessible list.

Persisting in his idea, Mr. Shay placed around each guaranteed book a runner, such as those used by certain publishers to add some forgotten statement, a band of vivid

## FRANK SHAY RECOMMENDS THIS BOOK

It is sold with the guarantee that if it does not measure up to our statements we will exchange it for another book or refund the purchase price.

often, it's he too, but the he's are not so honest about it). Such customers are at the joint mercy of publisher and bookseller. The publishers, mediaeval merchants that they are, frequently bait the jackets with superlatives like honey in a fly-trap. We all know the "blurb" writer who with or without asterisks changes a vigorous panning into a crisp recommendation. But most book-buyers have been gulled at least once by this method and are wary. The bookseller thus becomes a necessary part of a sale. How shall we go about it?

Roger Miffin laid down a rule some years ago, which runs "no clerks shall babble in your ear," in which there is much wisdom. No clerk, nor bookseller either, can tell from the cut of a man's jib whether he prefers Harold Bell Wright or H. G. Wells, or both, or neither, and no method of affront is so effective as to mistake a man's taste.

Yet, indubitably, some books are of such quality that they are likely to satisfy 99 customers in a hundred. How is the bookseller to convey this to the customer?

Frank Shay studied this problem for some time. He observed that when you buy almost any article of advertised merchandise other than books the makers stand squarely behind their goods. Indeed, in wicked New York, the better class of men's clothing stores will give you another garment or your money back if you are dissatisfied for any reason whatever, and they ask no questions. The proof of any such pudding is in the eating, and certain stores have pursued this policy with satisfaction and profit for some ten years or more.

Mr. Shay asked "Why not do the same with books—why not guarantee satisfaction?" He discussed the question with publishers and booksellers who assured him that certain charlatans would use his shop as a library, and with some customers, who lauded the sugges-

green bearing the words:

Frank Shay recommends this book.

It is sold with the guarantee that if it does not measure up to our statements, we will exchange it for another book, or refund the purchase price.

The most curious fact about this inscription is that Mr. Shay means no less than what he says. He recommends no book on its publisher's sayso, but because he believes there is something in it worth taking home. The first titles he selected for guarantee Mr. Shay described as "certain books of yesterday which we had read and re-read and grown to like."

They were:

Lawrence. Sons and Lovers.

Stephens. The Crock of Gold; Here are Ladies.

Burke. Limehouse Nights.

Morley. Parnassus on Wheels; Haunted Bookshop; Shandygaff.

Conrad. The Rescue; and six other titles.

Anderson. Winesburg, Ohio.

Moore. Memoirs of My Dead Life.

McFee. Aliens; Casuals of the Sea.

Clark. Clipper Ship Era.

Without waiting to test results he added these new books as they arrived:

Lewis. Main Street.

Wharton. Age of Innocence.

Gale. Miss Lulu Bett.

Macaulay. Potterism.

Dell. Moon-Calf.

Anderson. Poor White.

Van Loon. Ancient Man.

Hamsum. Hunger.

Cather. Youth and the Bright Medusa.

McFee. Captain Macedoine's Daughter.

Morley. Pipefuls; Hide and Seek.

Benét. Moons of Grandeur.

Duganne. Prologue.

We don't even pause to comment on the



selection of these guaranteed titles; we will come directly to results. After three months trial only six books have been returned. Now compare the returns with the total copies sold in the same period.

| Returned | Title           | Sold |
|----------|-----------------|------|
| 2        | Miss Lulu Bett  | 64   |
| 1        | Sons and Lovers | 36   |
| 1        | The Rescue      | 32   |
| 1        | Main Street     | 237  |
| 1        | Potterism       | 29   |

What became of the six copies returned? They were sold again and stayed sold. Unfortunately, Mr. Shay has not tabulated the calls of customers who have formed the habit of dropping into his shop since this policy was inaugurated, and perhaps as a result of it, but he avers that many transient customers have become "regulars" and more books have been sold.

Some new acquaintances have informed me solemnly that they will buy their books nowhere else, henceforth, for, they say, instead of being urged to buy titles on which the bookseller has received special discounts, or on which he has speculated and got "stuck," they are now able to take home a volume each week whose quality the bookseller guarantees and which they can exchange if they don't like.

As Mr. Shay's almost incredible figures

demonstrate the plan has *not* resulted in making his shop a circulating library. Only one customer has abused the return privilege. He has been called to account, and threatened with the withdrawal of his privilege. Yet he persists in buying his books at the same place, and Mr. Shay wonders whether he made a mistake.

One other observation from the point of view of the public of which I am one. Here in New York there are many of us who prefer little shops especially book-shops, because they do not overwhelm us with sheer quantity of merchandise, which, as to books, is altogether too likely to consist principally of rubbish. However, in many small book-shops we escape one kind of rubbish only to be affronted with another. We escape flapper fiction, and vellum editions of the Hoosier poet only to encounter propaganda for one queer cult after another—for anarchism, Bolshevism, Cubism, Egoism, Dada-ism, Ferrerism, and so thru the alphabet, not only books but circulars and pamphlets, posters and tickets for endless round of benefits and dances. These great causes are very entertaining in their proper places, which are studios and halls, more particularly halls. However, I find something refreshing in a little book-shop like Frank Shay's where the Great Cause is simply selling books.

## Distribution Problems

**I**N an interesting chapter on "Distribution Problems," J. George Frederick in "Business Research and Statistics" says:—"In all likelihood business men themselves will ultimately solve the distribution problems, if they will more generally make use of the research tools which alone can equip them with the facts anent the puzzling situation. Already the principle upon which the solution will likely hinge is emerging.

"Automatic selling is the keynote of distributive efficiency, and will work wonders when the way is cleared so that it has an opportunity to function. Automatic selling is an arbitrary term representing the ideal of all salesmanagement, whether for a staple or a specialty, and it is the goal to strive for in building and distributive organization. By 'Automatic Selling' is meant continuous repeat orders coming on because of ideas of quality or service engendered in consumers and aggressive selling help from retailers and jobbers. There are hundreds of firms making good articles which could be sold in large quantities at a fair profit if their executives had ability to build a larger distributing organization and knew how to keep up an even sales development which brought a steady stream of repeat orders.

"Quantity selling is the greatest modern profit policy and quantity selling is only possible when backed by a system, a machine, an organization of distribution. One box of cartridges sold each week in one store seems an infinitesimal amount of business, but when

there are 80,000 stores each selling for you at least that amount, as have several of the large ammunition manufacturers, large aggregate sales become possible. The same is true of Ingersoll watches. The little profit on a dollar watch is not much; but multiplied by the 70,000 or more stores that are selling, the profit on the volume of business is large.

"As a matter of fact the 'key log in the jam' of most manufacturing concerns' failure to reach greater size is the inability to get beyond a certain localized or limited distribution. All other problems may be well solved by such concerns but in the development and maintenance of a broad net of distributors pushing their goods they frankly confess a large or small measure of defeat. They admit the problem is to some extent beyond their powers. Their distribution organization is exasperatingly spotty—sales are good in one territory this year and poor the next; at no one time is there anything like a uniform or even flow of orders. The distribution machine creaks and spurts spasmodically. It needs the attention of expert counsel and research on distribution. There is no reason why any good article should not approach the ideal of an automatic demand—not of course as automatic as a staple product, if it is a specialty, but still a really automatic demand which has something like an even flow because it is stimulated wisely and correctly.

"The specific factors in successful distribution may be said to be about as follows:—



1. A maximum number of live selling units (retailers or canvassers).
2. A rigidly uniform and fair method of dealing.
3. A smooth-running channel of middlemen, if necessary (jobbers, selling agents, commission houses or local branches).
4. A steady "pull" or "demand" from the consumer, arising from advertising direct to consumers.
5. A steady "push" toward the live selling units—to keep them supplied with enthusiasm, new ideas, assistance and conviction, accomplished thru salesmen, trade paper advertising, house organs, letters, etc.
6. A system or campaign plan to extend the

reach of the distributive organization, in the shape of specially designed advertising, special crews, "missionary salesmen," etc.

7. An efficient routine organization to handle all matters without friction or complaint or loss.

"The nature of these elements readily explains why there is so frequent failure to attain them. They are very complicated and very difficult factors to master, each and every one of them. It is foolhardy for any but a mind trained to handle such factors to expect success. They show on their face the degree of generalship and organizing ability required, to say nothing of the men, money and careful examination of facts necessary to success."

## The King of Them All

"ONE we have mentioned several times before, who knows what he is talking about, writes to us from London," says Christopher Morley in "The Bowling Green" in the New York *Evening Post*. We hope he won't mind our quoting a portion of his letter, which was not intended for print:

'I've been reading again a writer I've never heard an American mention. Not once. I cannot recall that I've ever seen him referred to in a book on American letters. (You'll be surprised, perhaps alarmed, to hear that Concord, Mass., is a place of such august memories to me that perhaps it is best I should never visit it.) But this writer—an American all right—puts it across *all* the sea writers I know. For that sort of work your side of the water not only holds the belt, but is going to keep the championship. The title *cannot* be contested. You have held the championship since 1851. Conrad, Masfield, Marryat—not on your life! They're not in it. I regret to have to say it, but there it is. This very sea book (which I have not named to you) was, in my presence this week, admitted by Arnold Bennett, Augustine Birrell, Massingham, John Middleton Murry, and Swinnerton, to be the—well, to be IT. There ain't nothing like it. There never will be again. What book is that? My stars, I'd belt some of you Americans over your really tremendous classic when you bring forward the English sea writers.

'The way America has taken to Conrad, considers Masfield a classic, and has even bought up an edition of "Old Junk," and another of "The Sea and the Jungle," makes writers on this side very grateful. But "MOBY DICK" . . . ah, the secret is out! That's the Immense book of the sea.'

H. TOMLINSON.

"But it does seem a little odd to us that Mr. Tomlinson has never seen 'Moby Dick' mentioned in American journalism" continues Mr. Morley. Melville, like Dana, has so long been accepted as a classic over here that he is

more or less taken as a matter of course (as a matter of college course too often, we fear) and too little mentioned. Yet we have never seen a year go by without a little Melville racket cropping up somewhere. In 1919, the year of his centennial, there was a big Melville hullabaloo over here. 'Moby Dick' has lately been reissued in England (by the Oxford University Press, in its admirable *World's Classic* series), which has brought it to the eye of English reviewers. (It went into the blessed company of *Everyman's Library* in 1907). We must confess, for our own part, that we never read it until 1919, when the Melville centennial came along. But all that Mr. Tomlinson says is true. No man of sense needs to read sixty pages of 'Moby Dick' to know it is one of the world's great books. Its fertile mysticism, its extraordinary humor and melancholy ('All noble things are touched with that'), betray an author 'with a globular brain and a ponderous heart.'

"The only reason we can give for Mr. Tomlinson's not having seen Melville praised in American print—and we would like to give it as politely and deferentially as possible—is, quite simply, that, like most English journalists, he probably does not read the American prints nearly as thoroly as we do the British. Now, let us be honest. When we get back to the office we will send him an accurate list of the British journals which are subscribed to by the *Evening Post*. Will he, in turn, tell us how many American papers and magazines are taken in the office (his own) of the *London Nation*? We have always been amazed at the complete agnosticism of many British editors as to what is going on over here in a literary way. The favorite preoccupation of most intelligent American editors is more mutualism among the English-speaking peoples. In reply to which we are greeted by that recent novennial quaintness from Mr. Punch. Mr. Tomlinson, for whom we have such affectionate regard, will not misunderstand our gentle plea. We speak for the good of the house."



## Department Store Sales and Stocks

WHAT has been happening in the field of retail merchandising during the last year is very interestingly and plainly indicated by a table that has just been issued by the Federal Reserve District of the New York area. The conditions have been similar in other areas, and a study of the figures will show how sales have been tending and how the retailer is obliged to face the question of too heavy stock.

The table shows that in January of 1920 retail sales were over fifty per cent above the previous year. This was quite largely due, of course, to higher average prices of goods which would have made sales totals higher by a considerable percentage, even if only the same amount of goods were sold. As soon as summer passed the lowering of sales is quite apparent, and in September the total sales were about equal to those of 1919.

The amount of stock that the dealers were carrying to handle this business showed the same marked increase, and when sales fell off in April the dealers could not get the

stocks down as rapidly as was necessary. This was the reason for the radical decrease in buying by July, which was felt by every producer. This radical reduction in buying did, however, produce the healthy result that in December stocks were lower than the year before.

This cutting down of stocks to meet the emergencies is even more clearly shown in the third tabulation which shows the relation of stocks-on-hand in each month to that of the preceding month, the radical decrease in December being a natural one which comes from Christmas selling. The fourth tabulation, showing the relation of the stock to the sales, gives a very interesting sidelight on the number of stock turns per year that department stores can average. It will be seen that stock is usually about four times the amount of the monthly sale, i. e., it takes four months to sell out a stock on hand at any one time, or three turnovers in a year. This is an average turn that ought to be easily equalled by any good bookseller and is exceeded by many.

### Business of Department Stores in the Federal Reserve District of New York, 1920

| Comparisons                                                                                                       | Jan.  | Feb.  | Mar.  | Apr.  | May   | June  | July  | Aug.  | Sept. | Oct.  | Nov.  | Dec.  |
|-------------------------------------------------------------------------------------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Percentage of increase of net sales each month over net sales for corresponding month in 1919 .....               | 54.6  | 29.9  | 64.3  | 15.8  | 35.4  | 28.4  | 24.4  | 15.9  | 3.6   | 6.2   | 11.6  | -1.6  |
| Percentage of increase in stocks at close of each month over stocks at close of corresponding month in 1919 ..... | 44.0  | 49.6  | 68.6  | 53.6  | 49.1  | 43.2  | 39.5  | 29.3  | 18.7  | 16.7  | 4.6   | -4.5  |
| Percentage of increase in stocks at close of each month over stocks at close of preceding month ...               | 11.9  | 8.4   | 25.8  | -0.4  | -5.0  | -6.1  | -0.5  | 6.8   | 6.9   | 0.5   | -5.6  | -21.1 |
| Percentage of stocks at close of each month to monthly net sales                                                  | 336.9 | 405.6 | 383.4 | 402.0 | 399.4 | 369.9 | 440.1 | 496.7 | 573.9 | 466.9 | 452.3 | 358.0 |
| Percentage of outstanding orders at close of each month to total purchases during 1919                            | 22.8  | 22.9  | 19.0  | 18.2  | 13.4  | 17.2  | 17.4  | 15.9  | 13.6  | 8.1   | 5.5   | 4.5   |



# Adventures of a Bookseller

By Ketch

**I**T is a popular delusion with the Outside World, that the closing of the Bookstore at five-thirty, marks the cessation of all activities within. Nothing could be further from the truth, for almost every evening finds some one of the force still at work. Such things as price-marking, arrangement of stock, store displays and window trimming generally hold someone at the store for the evening, so that barely a night goes by, but the night-watchman has company.

Associated with Mr. Ondeck in the matter of window trimming was Mr. Detail, who, during the day, attended to all the small matters passed to him from Mr. Bigboss, the Manager; and the two men were rapidly becoming expert in the matter of putting in a window that would catch the eye of the passerby. Mr. Detail had a genius for arrangement, and Mr. Ondeck was quick at ideas, so between them they were generally able to get good results.

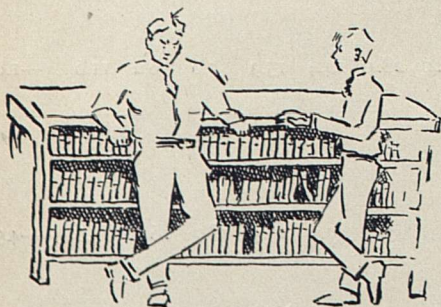
But on this particular Friday night they were up against it. For, by a cancellation of previous plans, the book to be featured was "Huckleberry Finn," and no chance had been given them to prepare for it carefully, as was their habit.

"We have a hundred books and two pictures that will do for wall space," said Mr. Detail.

"But no 'idea,'" said Mr. Ondeck.

"Not yet."

"It wouldn't do just to put in the pictures and books," said Mr. Ondeck. "We ought to have an idea, don't you think?"



"WE OUGHT TO HAVE AN IDEA"

"Oh sure."

They stood for some time lost in thought.

"Ever read it?" enquired Ondeck.

"Years ago," answered Detail. "Some book! Remember how old Huck used to go around and pick up everything he found—nails, wire, screws, glass, anything he happened to see." He laughed as he recalled it. "I bet the things in his pocket would make a horse laugh!"

Mr. Ondeck started.

"The things in his pocket!" he exclaimed. "Hooray! Much obliged Detail. You've solved the problem."

A few minutes later they climbed into Mr. Ondeck's flivver, and soon were out at his home, gathering together an assortment of small objects which ranged from hairpins to a rabbit's leg. They returned to the store, and in less than an hour, the pictures were on the wall and the books arranged neatly in display. Then they set a pedestal near the front of the window, on which was spread the miscellaneous assortment of small objects, and a card was placed before it bearing this legend,

EXHIBITION OF THE CONTENTS  
OF ONE OF  
HUCKLEBERRY FINN'S POCKETS.

Considerably elated, they put on their hats, and passed out onto the street where they stopped to view the result of their labors. As they stood there looking at the pile of junk on that pedestal, Detail began to laugh.

"What's that safety razor blade doing there?" he asked. "Did they have safety razors in Huck's day?"

"Lord no!" exclaimed Ondeck. "What a boner! I'll get it out."

"Wait a minute," said Detail. "Let's leave it in and see how many people notice it!"

So it was agreed, and they went home to a well earned rest.

During the course of the following day they were corrected twenty-seven times, and at each correction Mr. Ondeck would say the same thing.

"How stupid of me! Thanks. I'll take it right out."

By the afternoon on Monday the number of corrections had mounted to thirty-nine, and eighteen books had been sold. Then, along toward evening Mr. Bigboss called Mr. Ondeck to his desk and said,

"That's a clever window, Ondeck. But tell me—with a smile—"Did they have safety razors in Huck Finn's day?"

And Ondeck said sheepishly,

"How stupid of me! Thanks. I'll take it right out."

Then he fled down to Mr. Detail to report number forty.

## Booksellers' League

**T**HE members of the Booksellers' League extend a very cordial invitation to the members of the Women's National Book Association to attend its dinner and dance to be given at the Hotel Brevoort on February 16th at 7 p. m. sharp. Tickets may be obtained of Theodore Schulte, 80 Fourth Ave. and are \$3 each.



# Where Are Bookstores Needed?

## From a Canvass of Traveling Men

A YEAR ago a questionnaire was sent to a score of traveling salesmen, asking them for their suggestions as to where bookstores might well be established. The list then published was many times commented on in the succeeding months, and a similar list is now presented as the result of a new canvass. On the list a year ago, Toledo was the name that got first mention, and this has been now eliminated, presumably by the coming of a new Doubleday department at LaSalle and Koch. Des Moines was then third on the list, but the situation has been improved there by the establishment of the Riker Bookstore. The situation in Syracuse has been improved by having Louis A. Keating take charge of the W. Y. Foote Store, which Womrath, Inc., bought out. Many of the other places that were prominently mentioned last year are still inadequately served in the opinion of those who send replies to this canvass.

The cities are not grouped in any one section of the country, but show wide scattering, and those who contemplate starting in the book business may find in this canvass a suggestion as to the place best suited for the business. There can be no doubt that the important problem before the book-trade today is that of distribution, and the establishment of bookstores is the chief requisite of more distribution.

The inquiry was not extended to cities of the first magnitude, as it is obvious that in

the larger cities a canvass would have to be made on more special lines, as there might be room for a bookstore of a certain type in some given locality, but another type of store might not be needed at all. This specific information could not be given in this report.

The cities where bookstores are needed, according to this canvass, are:

Birmingham, Alabama.  
 Erie, Pennsylvania.  
 Binghamton, New York.  
 Newark, New Jersey.  
 Fort Worth, Texas.  
 San Diego, California.  
 Minneapolis, Minnesota.  
 San Antonio, Texas.  
 Tulsa, Oklahoma.  
 Duluth, Minnesota.  
 Mobile, Alabama.  
 Youngstown, Ohio.  
 Harrisburgh, Pennsylvania.  
 Quincy, Illinois.  
 Atlantic City, New Jersey.  
 Troy, New York.  
 Worcester, Massachusetts.  
 Racine, Wisconsin.  
 Richmond, Virginia.  
 Des Moines, Iowa.  
 Waterloo, Iowa.  
 Columbus, Ohio.  
 Fort Wayne, Indiana.  
 Memphis, Tennessee.  
 Sioux City, Iowa.

## Modern Business

R. J. Walsh, in a review of four business books in the February 9 number of *The Nation*, quotes from the "Literature of Business," an anthology selected by Alta Gwinn Saunders and Herbert Le Gourd Creek (Harper), some interesting passages on business ideals to which he adds almost equally interesting comment:

"John Ruskin set up in the *Cornhill Magazine* a new ideal of business. 'The public,' he wrote, 'will have to discover a kind of commerce which is not exclusively selfish. . . . The merchant's (and the manufacturer's) function is to provide for the nation. It is no more his function to get profit for himself out of that function that it is a clergyman's function to get his stipend. . . . It becomes his duty, not only to be always considering how to produce what he sells in the purest and cheapest forms, but how to make the various employments involved in the production, or transference of it, most beneficial to the men employed.'

"How have we progressed in two generations toward this ideal? That American

business had been gradually evolving into a profession, was the conclusion of Glenn Frank in an able paper on Anonymous Liberalism in the *Century Magazine* for April, 1919. He was convinced that 'business men have come to believe that a business man's most important opportunity to serve society comes not after he has made his money, in giving it away, but rather while he is making money, in the way he makes it. . . . The gap between the ideals of the profession and the ideals of business is rapidly narrowing.' Business to-day calls for an intellectual preparation, distinct from the mere skill learned by experience. Justice Brandeis in an address in 1912 pointed out that the field of knowledge required by business has been greatly widened by the application to industry of chemical, mechanical, and electrical science, by the science of management, by the increasing need of adjusting the relations of labor to capital, by the intertwining of social with industrial problems, by the increase of government regulation, and by the size and territorial expansion of business it-



self. 'Few, if any, of the recognized professions,' said Mr. Frank, 'makes as sweeping challenge to the intellectual ability and requirements of a man as does modern business. . . . Forward-looking business men see that business, in addition to the making of profit, and indeed, in order to make profit permanently, should contribute toward the realization of three large ends in American life: namely (1) greater efficiency in the production of wealth, (2) greater justice in the distribution of wealth, and (3) greater wisdom in the consumption of wealth.'

"Critics of business may doubt with some reason whether the number of business men who hold these ideals is large. There can be little question, however, that they will prevail in the new generation of business men now forming. For we are at last schooling business men as we have for many years schooled professional men. The leaders of commerce and industry tomorrow will be the graduates of colleges and schools in which they have been taught to know and meet their responsibilities not only to their business, but also to the public.

"One of the most refreshing pages in "The Literature of Business" is that on which Frank A. Vanderlip so far defies tradition as to say: 'With the limitless wealth of resources which we have had in America, the successful conduct of a business enterprise

has been a comparatively easy matter. Nothing short of egregious error has been likely to lead to failure. . . . We are easily inclined to believe that we have the best business men in the world. I am disposed to agree with that view. But one should not lose sight of the fact that the lavishness of opportunity has brought commercial success to many who have come into the field ill prepared and with small ability.'

"Business success is not going to be so easy in future. That the American business man is the best in the world is at least questioned by those who have seen him under fire in foreign markets. Even on the home grounds, in the present period of depression, he has little reason to be proud either of his courage or his resourcefulness. When the hail of cancellations fell in September, most business men cried for the game to be called on account of wet grounds, and ran for shelter. The great majority of our 'leading business men' are actually not leaders, but followers. They take their opinions from those of a few—a very few—actual leaders. They are ardent readers of 'interviews' and listeners to after-dinner speeches. They are addicted to trade journals and commercial bulletins. They make snap judgments on hearsay and insufficient evidence. They urgently need to learn how to gather facts and form opinions of their own."

## English Book-Trade News

(From Our London Correspondent)

**P**RICES are falling. What a red letter day it is to be able to write this at last! They are not coming down so rapidly as in America, but the definite fact remains that they are making haste down the hill, and, as is the case always, the momentum increases as the bottom is reached. And sometimes, there is a nasty horrid crash. To-day, we learn from the newspapers that the egg, for which good English citizens, and bad, have been weekly paying sixpence and sevenpence for some time, may shortly be purchased for twopence. Now, if those things which make for comfort inside and out of mere man are getting reluctantly relieved of their heavy weights, it is surely to be expected that the cost of book materials will change for the better, too. There are those—of course, who say that the slump that is coming is going to affect adversely the selling of books. To some extent perhaps this will be so. But, and mark it well, as books have never, excepting probably in a few isolated cases, gone up to anything like a hundred per cent more than pre-war figures, bookselling is not going to suffer so much as other things. Besides, you can't refuse to buy everything. And it is reasonable and practical psychology to conclude that if people buy fewer clothes, or candies, with the definite unorganized concerted plan

of forcing prices down, they will not be so ruthless and drastic in the direction of books. Naturally, it is wise to be more or less prepared for such a slump, but there are not too many signs that such a slump is coming our way. Booksellers, in both the great English-speaking countries are not abnormally apprehensive, and speak of a "fair to fine" holiday season. It is undoubtedly a fact, wherever one goes, abroad or at home, books are more popular than they have ever been before, and there is a great hope in all our hearts that the interest is not the reaction of a passing, clever piece of boosting, but is the lasting definite result of good sound strategy in making the book better known, better understood, among those, who have forgotten what a book is, and have drunk themselves dry on short stories and snipperty articles. Books have always been too cheap. There will be many objectors to this. But it is a fact. Why cheapen a thing that is dear—precious—golden in its enormous value to the individual and the state? Don't we rather scorn *too* cheap a thing? And surely intellect is and always has been quoted very low on the stock exchanges of commerce. Who bothers much about ten or twenty dollars for an evening's enjoyment somewhere? But who is going to pay \$2.50 for a novel, or \$5.00 for a



great biography without a kick? Why, the good citizen will raise his eyes in ghastly surprise. "Five dollars for a book! You must be mad." We are, indeed, an unbalanced crowd of humans. There is (and the man who thinks we are profiteers may take heart) a fair possibility that the cost of those several articles necessary for the making of a book will break satisfactorily in a while; in fact, the dam is already cracking, but it will take a good many cracks, and wide ones too, before the waters will rush out and overwhelm us. In England, feather-weight paper, which is used so much in novels, and which cost about five cents a pound in those halcyon pre-war days, and which was up to twenty-eight and more cents a pound at a certain period in the war, has dropped to sixteen cents a pound, and will probably continue to come down a cent or so a pound during the coming months. Likewise binding. Revised costs are being submitted, owing to the slackening of the prices of cloth. *But even so, there can be no appreciable reduction in the published prices of books, until the cost of labor is lowered.* Yet there is even hope for this, but we fear it will be some time before it happens. Printers and binders are receiving very high rates of remuneration, as labor figures to so large an extent in book-making (and we are not forgetting paper) we cannot see how publishers are going to be able to lower their prices. Of course, both in England and America, the payment to all those having to do with the mechanical production of a book has been advanced tremendously and continuously since August, 1914, and the workers claim that these advances have been based upon the jumping-up prices of all those essentials for the maintaining of life at a decent level. Therefore, as the cost of these essentials of life is lowered, it is not unreasonable to contend that wages should come down in proportion. There's the rub. Perhaps the minimum will not be that of pre-war standards, but if literature is going to live, and if the man who prints and binds is far seeing enough (as he undoubtedly is) not to cut off his nose to spite his face, he will go into conference with the employer, so that an agreed basis of future operation may be arrived at. It is the only way to avoid an impossible situation in the future—the near future, too. If master to man say to each other in so many words, "To hell with you," the selling, and therefore the production of books, is going to be seriously handicapped; but if these two gentlemen will, and at the same time, or in the words of the attorney, severally together say, "Come, let us reason together," the prices of books to the public will be kept at a reasonable level. Result: more will be produced—the country *must* have books, in spite of what some people say;—more will be sold; publishers and booksellers will get a fair profit, and the printer and binder a reasonable return for his labor—and a *continued return*. Production will get a great

fillip, and American literature itself will get the encouragement which it so richly deserves.

The one solid, economic fact remains. There can be no pulling in two opposite ways. In the happy, simple phraseology of the world, there has got to be give and take. We call it compromise. The old system of autocratic government by the state is a back number, and it seems to us that Lincoln's great interpretation of good government can be easily applied to all trade disputes to-day, including that of book-making. There is no need for pessimism. Pessimists are a break and a pretty bad one upon all well and efficiently conducted businesses. The men we want are those who "hope for the best, prepare for the worst and take what God sends them." We have been passing thru some bad patches of fog. There is a long way to go yet before we reach the lights that we begin to see in the distance; but with good courage, high determination and wise judgment we see no reason why all of us should not have better times. But we have got to gird up our loins and get very busy.

The best selling books in England just now are:

#### FICTION

A Case in Camera by Oliver Onions.  
The Elephant God by Gordon Casserley.  
Bliss and Other Stories by Katherine Mansfield.  
The Lost Girl by D. H. Lawrence.  
Harriet and the Piper by Kathleen Norris.  
Too Old For Dolls by Anthony M. Ludovici.

#### NON-FICTION

And Even Now by Max Beerbohm.  
Russia in the Shadows by H. G. Wells.  
A Playgoer's Memories by H. G. Hibbert.  
Essays on Books by A. Clinton-Brock.  
Life and Letters by J. C. Squire.  
Aspects of Literature by J. Middleton Murry.

### Speakers Announced.

THE speakers for the dinner of the Women's National Book Association on March 3rd at the Hotel Brevoort, have been announced. There will be ample opportunity to study at close range three successful authors, two of whom have plays which are being presented to capacity houses at this moment on Broadway: Kate L. McLaurin, author of "When We Are Young," which is at the Majestic Theater; Zona Gale, whose "Miss Lulu Bett" has been a phenomenal "hit" of the season; Alexander Black, author of "The Seventh Angels" which the Harpers will soon publish, who needs no introduction to booksellers, as his name has appeared frequently among the "best sellers" during the last ten years. The subjects of these talks have not been decided upon, but it is hoped that they will talk "shop," especially the playwrights, who have interesting stories to tell.



## An Uncorrected Galley

### HOW THEY DO IT

The Deep Sea Novelist

A barnacle and binnacle

Are all the same to me,  
And yet, I hold the pinnacle

For yarns about the sea.

I spin 'em just as breezy

As any old sea dog,

And do it just as easy

As *reeling off* a log.

KEITH PRESTON

### ZANE AND ZONA; OR, THE QUEST OF THE GRAIL

Now that I am no longer young,  
Some names just simply twist my tongue.

For instance, isn't it hard to say

Right off: *Zane Gale and Zona Gray*?

There! See how easy 'tis to fail.

I meant: *Zone Gray and Zana Gale*.

No! no! Of course!—Why, d'you suppose,

Do I mix up those a's and o's?

It's easy, once the trick is known,

Just say: *Zole Grane and Zala Grone*.

Oh, hang it! I'll not try again.

Off with *Gay Zone and Zola Glane!*

W. M. G.

*New York Evening Post.*

### LITERARY CRITIQUES

#### I

We are of the witness rabble

Who cannot rave about James Branch Cabbell.

#### II

I think the stuff of Old Ed Howe

Used to be better than it is now.

#### III

Some one should start an avalanche

Of praise for Anna Hempstead Branch.

—F. P. A. "Conning Tower," *New York Tribune*.

### ARIEL EDITION, RED LEATHER?

The Seattle police found a copy of "The Rubaiyat of Omar Khayyám" on the person of William Antonno and clapped him into jail "for examination on suspicion of being a radical."

—*New York Evening Post.*

### PARADOX LOST

In reply to a question as to the psychological significance of the use of paradox in his books G. K. C. gravely declared "I never use paradox. The statements I make are the wearisome and obvious common sense. I have even been driven to the tedium of reading thru my own books, and have been unable to find any paradox. In fact, the thing is quite tragic, and some day I shall hope to write an epic called 'Paradox Lost.'"

## Finding the New Outlets.

### More Books in More Places

THE emphasis today in publishing circles is on new outlets. It is felt that new areas of readers exist, and that to find them books must be displayed in new places, so that the impulse to buy a book and the chance to buy a book will come nearer together.

This development is proceeding in two directions; the interest in the establishment of bookstores in new localities not now well served and, in the study of established outlets for other kinds of merchandise, to find stores which might find books a merchandise well suited to their interest and needs. The established bookstore will gain rather than lose by a wider exhibition of books in more places and in a wider variety of stores.

There is probably not a traveler that has left for his territory this year that has not been instructed to keep a wide open eye for new chances for book outlets. It is to be hoped that the spring season may find many of these established, so that by the time of the chief buying season next summer there will be found many increased accounts.

Twenty-five years ago, book distribution was largely accomplished by the general bookstores, the stores that combined books and stationery, the religious bookstores and the rare and second-hand dealers. At about that time began the wide increase of books in department stores until now this outlet has become probably half of the total of retailing. There have also been added new stores with special interest, children's bookshops, radical bookshops, personal or intimate bookshops, and some department stores have taken children's books on as a specialty yet were not ready to go into the whole line of bookselling. There has seemed to be no limit to the number of small bookshops that could be started in this country without overlapping each other's territory, and these in turn would develop into the large bookstores of the future.

The large plans for a chain system of bookstores that were talked about last year has not materialized, but the Womrath Stores of New York have branched out steadily until there are now well over thirty in the group. This idea of a chain of stores might well be taken up by some large and well established store which could put out men into cities nearby, and thus build up a substantial and solid business within a good trading area. Grant's Bookshop of Utica has developed branches of this type which are making its outlet one of the best in New York State.

A very complete mailing list for a publisher to-day would be two thousand names, perhaps not more than half that number, with a good year-round outlet. There ought to be double that amount, and there is no one better able to preach the gospel of more bookstores than the travelers, who are starting out for their 1921 business.



## In The Field of the Retailer



AN ORIGINAL WINDOW DISPLAY, ARRANGED FOR THE W. K. STEWART CO. OF INDIANAPOLIS, BY W. B. KETCHAM, ADVERTISING MANAGER, SOLD WITHIN ONE WEEK THE ENTIRE STOCK ON HAND OF ROBERT FROTHINGHAM'S "SONGS OF MEN." MR. KETCHAM FILLED THE WINDOW WITH VOLUMES OF THESE POEMS GROUPED AROUND AN ARTISTIC POSTER WHICH READ, "GREATEST COLLECTION OF HERO-POEMS EVER GOT TOGETHER. FOR THE MAN WHO DOESN'T READ POETRY." THEN HE CURTAINED THE WINDOWS SO THAT THE PUBLIC COULD SEE THE DISPLAY ONLY THRU TWO PEEP-HOLES BENEATH THE SIGN, "FOR MEN ONLY." OF COURSE THE MEN PEEPED—WHEN THE WOMEN GAVE THEM A CHANCE—AND THE IDEA TOOK HOLD SO THAT THE POEMS WERE SOLD JUST AS EASILY AS IF MEN WERE CONFIRMED PURCHASERS OF POETRY

## The Healing of Books

THE therapeutic value of books has become steadily more recognized, largely due to the fine work during the war and thereafter by the American Library Association, a work that is still being kept up in many places. Physicians, both in their private practice and in hospital work are giving more recognition to the fact that the right book at the right time can become a very real factor in health building.

Hospitals of all kinds need libraries and library service, and the bookstores will do well to work with the local libraries in increasing this type of book use. The tea wagon type of book dray with its rubber

wheels has proved the best facility for the distribution of books in the library. Where the hospital does not need daily service, a weekly or semi-weekly service might be arranged for by some volunteer. Under no circumstances should a hospital library come to be a mere resting place for books discarded from home libraries. New and attractive literature and fresh, clean books especially suited to the hospital needs should be selected. A hospital librarian becomes a real salesman for books, fitting the wares to the personal need with the care and enthusiasm that a book salesman behind the store counter watches his clients.



## \$25.00 for Travelers

### *"What Makes a Good Window Display?"*

For the best article of from 2 to 4 column length received by February 25th, THE PUBLISHERS' WEEKLY will pay \$25.00.

The traveler sees book displays of every kind. What are the characteristics of the successful window?

## \$25.00 for the Best Article Written by Any Traveler of a Publishing House

### A Great Work of Fiction

THE London correspondent of one of the Chicago papers writes:

"I am particularly glad to see that Constance Holmes has been awarded the first prize awarded by the committee appointed by the Paris journals, *Femina* and *La Vie Heureuse* for the best piece of current work in English literature. Three books were selected by the committee, from which a final decision was made. These were: Beresford's 'Imperfect Mother,' 'Shattered Doors' by Mrs. William Hicks Beach, and 'The Splendid Fairing,' by Constance Holmes. Until she wrote 'The Splendid Fairing,' Miss Holmes was almost unknown, altho she had even then four or five good books to her name. Even now she is not popular, not even well known, except in literary circles concerned with good as apart from marketable work. I doubt that her work will ever gain her many readers. It is too fine, too tragic, too obsessed by the idea of fate, to win the support of a generation given to the sensational in its literary tastes. But her place in contemporary letters was fixed, and fixed high, when she published 'The Splendid Fairing.' As a work of pure art it has faults; but as a study in temperament, local ways and manners, character, and the awful face of destiny, it is an extraordinary success. I can say with truth that no story published in recent years gripped me with even a degree of its relentless catastrophic force."

### A Reference Library

MAY Lamberton Becker, in the New York *Evening Post* lists the following as a sort of desk ready-reference library.

"Webster's New International Dictionary"; Roget's "Thesaurus of English Words and Phrases" (Crowell). If you write poetry, and verse-making is the best way in the world to increase your vocabulary, Walker's "Rhyming Dictionary of the English Language" (Dutton); James Fernald's "English Synonyms and Antonyms" (Funk & Wagnalls); Skeat's "Etymological Dictionary of the English Language" (Oxford); this is not indispensable, but I shall always be grateful to the teacher who made me run English words thru Skeat. He laid the foundation for my belief in the possibility of some kind of a League of Nations. Bartlett's "Familiar Quotations" (Little, Brown); there are many other collections, but this has served me best. Wheeler's "Dictionary of the Noted Names of Fiction" (Houghton Mifflin), including familiar pseudonyms and surnames bestowed on eminent men, arranged alphabetically. C. A. Smith's "New Words Self-Defined" (Doubleday, Page). Jones's "Dictionary of Foreign Phrases and Classical Quotations" is a British publication (Edinburgh: Grant); it has 14,000 phrases from Latin, Greek, French, German, Italian, Spanish, and Portuguese, with English equivalents. Almost all of these books are of a size and price for a desk library.



## Among the Publishers

### A Week's Gleanings of Book-trade News

THE PRESENCE of Rabindranath Tagore on the lecture platform is bringing new attention to his poetry and other writings.

HAROLD MACGRATH'S new novel will be called "The Pagan Madonna," says Doubleday, Page.

THE ELEVENTH SERIES of Paul Elmer More's Shelburne essays, "A New England Group and Others" is announced for March publication by Houghton Mifflin.

A THIRD volume of E. K. Means' tales of the Louisiana Negro is called "Further E. K. Means." The title page goes on to say: "Is this a title? It is not. It is the name of a writer of negro stories . . . and needs no title" (Putnam).

THIS mild winter makes us look with disgust at our skates and snowshoes, long for an early spring and clutch at such promises as Putnam's that any day now we may have "Motor Camping" by Elon Jessup, associate editor of *Outing*.

THE COSMOPOLITAN Book Corporation is already planning a \$100,000 advertising campaign for two of its fall books, "The Flaming Forest" by James Oliver Curwood and "The Pride of Palomar" by Peter B. Kyne.

ONE of the most famous of literary mysteries has long been—Who murdered Edwin Drood? "The murder of Edwin Drood," recently published by Putnam's is an attempted solution, based upon Dickens' manuscript and memoranda.

OUR London correspondent tells us that one of the best selling books in London is "A Case in Camera" by Oliver Onions. It will be published here in March by Macmillan.

"O. HENRY MEMORIAL AWARD: Prize Stories, 1920," the second of the annual volumes published by Doubleday Page will include stories from the pens of F. Scott Fitzgerald, Maxwell Struthers Burt, Alice Duer Miller, William Dudley Pelley, Frances Newbold Noyes, Lawrence Perry, Wilbur Daniel Steele, Stephen French Whitman, Joseph Hergesheimer.

"THE AMERICANIZATION of Edward Bok," which has received so large a sale in the past few months, is now being offered to the *Ladies' Home Journal* readers thru the means of a reprint edition. The announcement in the February *Home Journal* states that this reprint edition will be sent to any subscriber who sends in two new subscriptions at two dollars each.

SMALL, MAYNARD promises for March publication "Madam" by Ethel Sidgwick, author of "Promise."

HOLT is publishing a new edition of Robert Frost's "Mountain Interval" which has as a frontispiece a reproduction of Du Chêne's head of Robert Frost.

"MYSTIC ISLES of the South Seas," a sequel to "White Shadows in the South Seas" by the same author, Frederick O'Brien, is one of the Century Company's spring leaders.

HEYWOOD BROWN'S praise in the New York Tribune this week of Henry G. Aikman's "Zell" just published by Knopf is bound to sell an extra copy or two.

LORD DUNSANY, the Irish poet and playwright, was recently arrested by the British authorities when a quantity of shotguns and other sporting arms were discovered in Dunsany Castle.

REILLY AND LEE has published a new edition of General Leonard Wood's "Our Military History: Its Facts and Fallacies" under the new title, "America's Duty." It contains an additional chapter on the World War.

"THE INTRIGUERS" by William Le Queux, a tale of intrigue, plot and counterplot in high circles will delight detective story devotees in February according to advance notices received from the Macaulay Co.

UNDER the heading "Here's a Wall Street Bomb in Fiction," there appeared a review of Jane Burr's "Passionate Spectator" (Seltzer) in the New York *World* which began: "Enter the newest of new women—'The Passionate Spectator!'" "She is the title and the heroine of Jane Burr's latest novel, which, on its publication in London a few months ago, caused the author to be hailed as a menace to the home by excitable English clergymen, and which has just been brought out in New York by Thomas Seltzer. Miss Burr's work is of special interest to Americans, since she was born Rosalind Guggenheim, daughter and heiress of the St. Louis copper magnate. She first married Jack Punch, a St. Louis manufacturer, and he divorced her in St. Louis, charging desertion. Then she became the wife of Horatio Winslow, son of the Chief Justice of the Wisconsin Supreme Court and former editor of the *Masses*. She and Mr. Winslow have been separated for five years. She chooses to be known as 'Jane Burr,' the name under which she has written several novels and books of verse, and is now living in New York."



## Changes in Prices

ISAAC PITMAN & SONS

International Technical Dictionary in Four Languages, by E. Webber, \$5.35.  
History and Economics of Transport, by Kirkaldy, \$5.35.  
Manual of Duplicating Methods, by W. Desborough, \$1.30.  
Easy Lessons in German, by J. Bithell, 90c.  
Wood Block Printing, \$3.40.  
Perfumery, by E. J. Parry, \$1.00.

## Obituary Notes

BARRETT WENDELL, Professor Emeritus of Harvard University, where he had taught English literature for thirty-seven years, died February 8. He was 66 years of age.

Professor Wendell's course in Shakespeare still lives in the book he wrote interpreting the plays, and his course in American literature has gained similar immortality in another volume of intense human interest.

Professor Wendell's book on "English Composition," written as a result of years of teaching, has been the guide of students in institutions of learning all over this country and it is still a standard textbook. Rather than being a series of rules and pronouncements, it is a succession of essays enlivened by the writer's skill in interesting presentation.

Professor Wendell was born in Boston, August 23, 1855, a son of Jacob and Mary Bertholdi Wendell. He was graduated from Harvard in 1877, in the class with President Lowell, and he spent his life in the service of the university, having been made an instructor in English in 1880. He became professor emeritus in 1917.

In 1904-05 he lectured at Cambridge University, England, and at the Sorbonne and other French universities. Following this visit he wrote the book "The France of Today." Last year he received the degree of LL. D. from Strassburg University.

A Moscow wireless dispatch received February 8 says that Prince Petr A. Kropotkin, the Russian author and revolutionary leader, died in Moscow "this morning."

Petr Aleksievich Kniaz Kropotkin, who was well known as a revolutionary leader, had been ill for sometime. A report from Copenhagen last week said that he had died, but this later was denied.

As a fighter for freedom, Prince Kropotkin ranks with the Dantons and the Mazzinis. The recent report of his death in poverty at Moscow, ends one of the most dramatic and consecrated of contemporary lives. Petr Kropotkin was a descendant of the Grand Princes of Smolensk; he was at one time a favorite of the Czar and the grand dukes, but preferred to throw away riches and social position to endure disgrace, poverty, prison and exile. Since 1876 he has lived much of his life in London. When the Revolution came he returned to Russia, but bitterly denounced the Bolsheviks as blundering tyrants.

Among his published works were: "Conquest of Bread," 1906; "Great French Revolution," 1909; "Memoirs of a Revolutionist," 1899; "Fields, Factories and Workshops," 1913; "Ideals and Realities in Russian Literature," 1915; "Mutual Aid: a Factor of Evolution," 1917.

tion," 1909; "Memoirs of a Revolutionist," 1899; "Fields, Factories and Workshops," 1913; "Ideals and Realities in Russian Literature," 1915; "Mutual Aid: a Factor of Evolution," 1917.

HUGH L. FITZPATRICK, who for thirty years wrote the news of golf, poultry and dogs for the *Sun* and had served on the sporting departments of other New York newspapers, died February 1 at the age of 62 at his home. He was especially well informed on golf, and was the author of "Golf Don'ts" and other books on the game. At the time of his death he was on the staff of the *Evening Post*.

## Women's Book Ass'n Meeting

THE regular meeting of the Women's National Book Association will be held at the Children's Book Shop, 5 West 47th Street, Thursday evening, February 17, at 8 o'clock. The speakers will be Mary Gunn, of the Hawaiian Tea Room; Mary Willard, of the Home Bureau, and Jane Teller, of the Antiquarian Shop. These are women who have been successful in their various enterprises, and they will talk on the general topic, "How a woman can create her own business."

The members of the Association will dine at the Dew Drop Inn (which is situated within a few doors of the Children's Book Shop) at 6 p.m.

## Personal Notes

THE BLOCH Publishing Co. announce with regret the withdrawal from the concern of Louis Behrman who has been connected with the company for thirty-five years. Mr. Behrman is to enter an enterprise of different character.

HOWARD WILLARD COOK of Moffat, Yard & Co. sails this month for Norway where he will arrange for the publication of a translation of the works of Thomas Krag and a new novel by Bojer.

A. N. T. VAN RENSELLAER has severed his connection with Henry Holt & Co. Elliot Holt is in charge of the advertising department in his place.

DAVID J. KOELLER, buyer of the book department of Blackwell-Wieland Co. of St. Louis, is in New York on a spring buying trip.

JOHN MACRAE vice-president of E. P. Dutton Co. sails for England February 16.

HARRY M. SNYDER, who made a trip to the Orient last summer, is to leave in April on another trip with the lines of several publishers.

## Business Notes

NEW YORK CITY.—The Bloch Publishing Co. has recently moved to more commodious quarters at 26 East 22nd Street, between Broadway and Fourth Ave.



# Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE OF THE TERRITORY COVERED BY THE TRAVELERS OF WHOM WE HAVE BEEN ABLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED BY THEM. WHERE NO MENTION OF BOOKS OR TRAVELERS IS FOUND THE INFORMATION WAS NOT FORTHCOMING FROM THE PUBLISHERS.



JOHN C. ZIPFEL

*Representing The Abingdon Press*

JOHN C. ZIPFEL entered the employ of The Abingdon Press in 1902, serving in the manufacturing department for some time and working his way thru the offices. He is very quiet and unassuming and is on the way to make good as its New York City representative.

## The Abingdon Press

### Travelers:

Fred M. Harris.  
John Zipfel.

The Abingdon Press announces among its religious books for spring: John W. Langdale's "Citizenship and Moral Reform," studies of the relation of the preacher to the present problems of post prohibition, industrial relations, the family, etc.; "The Changing Conception of God" by Ernest Fremont Tittle; "From Slave to Citizen," a needed contribution to the negro question, by Charles M. Melden; a discussion of the fallacy of Ouija boards and mediums entitled "The Future Life—Fact and Fancies" by F. B. Stockdale; "The Religions of Mankind" by Edmund D. Soper; "The Boy Who Lost His Name" by Christine Ware, a story of character development for boys and girls; Joseph Nelson Greene's "The Portrait of the Prodigal"; a frank discussion of the doctrines of the Christian religion which have seemed offensive to certain modern men, "Modernism and

The Christian Faith" by John Alfred Faulkner; the fifth volume in the *Kingdom of God Series*, John Bayne Ascham's "Apostles Prophets and Reformers"; and, "The Prophetic Movement in Israel" by Albert C. Knudson.

Henry Altemus Co.

### Travelers:

G. H. Gross (New England.)

## American Baptist Publication Society

### Travelers:

Parker C. Palmer (Middle and Atlantic States.)

Charles W. Shull, representing the United Religious Book Agency (East and West.)

The American Baptist Publication Society (The Judson Press) will feature the following new publications as its leaders for the spring of 1921: "The Angel's Lily," by Russell H. Conwell; "Friday's Footprints," by Margaret T. Applegarth, a new collection of missionary stories; "The Stature of a Perfect Man," by P. H. J. Lerrigo; "You and Your Church," by James S. Kirtley; "The Religion of Jesus," by Albert G. Lawson, and "Hymns for the King's Children," prepared for the Children's Division of the Sunday School by Edward M. Fuller.

## D. Appleton & Co.

### Travelers:

Emil Heikel (large cities of the Middle West and the Pacific Coast.)

Leon Walker (all of the South, part of Middle West.)

Carl McDonald (New England, New York State, Pennsylvania and part of Middle West.)

B. F. Curran (Boston, Philadelphia, New York City.)

F. A. Clinch, sales manager (Canada.)

A new novel by Joseph C. Lincoln, "Galusha the Magnificent," heads the Appleton spring list of fiction. Other favorites: George Gibbs, Natalie Sumner Lincoln, E. Temple Thurston and others are also represented. They will publish an important philosophical work popularly written, "The Truths We Love," by Jay William Hudson, and timely books by Bernhardt and Lauzanne. Their long list of business books shows important additions, and the juvenile list contains the names of many popular writers for boys. The company also announces the title of the new Harold Bell Wright novel, "Helen of the Old House," to be published in August and preceded by a very extensive publicity campaign.



## FICTION

The Innocent Adventuress. Mary Hastings Bradley.  
 The Vagrant Duke. George Gibbs.  
 House of the Falcon. Harold Lamb.  
 Galusha the Magnificent. Joseph C. Lincoln.  
 The Unseen Ear. Naalie Summer Lincoln.  
 Play the Game. Ruth Comfort Mitchell.  
 The Samovar Girl. Frederick F. Moore.  
 Low Ceilings. W. Douglas Newton.  
 The Green Bough. E. Temple Thurston.

## JUVENILES

Three-Base Benson. Ralph Henry Barbour.  
 The Winning of the Golden Cross. Percy Reese  
 FitzHugh.  
 The White Wolf. Elmer Russell Gregor.  
 High Benson, Worker. William Heyliger.  
 Cedric the Forester. Bernard Marshall.  
 The Boy Scouts Book of Camp Fire Stories. Franklin  
 K. Mathews.  
 Dick Arnold of the 'Varsity. Earl Reed Silvers.

## MISCELLANEOUS

Across Mongolian Plains. Roy Chapman Andrews.  
 Essentials of Industrial Costing. George S. Arm-  
 strong.  
 The War of the Future. General Von Bernhardt.  
 War Costs and their Financing. Ernest L. Bogart.  
 The Law of the Sea. George L. Canfield and George  
 W. Dalzell.  
 The State and Government. James O. Dealey.  
 Business Costs. Dewitt Carl Eggleston and Fred-  
 erick B. Robinson.  
 Trading With Asia. Frederick B. Eldridge.  
 Health for the Growing Child. William R. P. Em-  
 erson.  
 Our Heritage From the Old World. Josephine H.  
 Greenwood.  
 Sociology As Ethics. Edward Cary Hayes.  
 Truths We Live By. Jay William Hudson.  
 Handbook of Standard Details. Charles H. Hughes.  
 Handbook for Newspaper Workers. Grant Milnor  
 Hyde.  
 Local Government in the United States. Herman G.  
 James.  
 Great Men and Great Days. Stephane Lauzanne.  
 The Human Side of Retail Selling. Ruth Leigh.  
 Economic Development of the United States. Isaac  
 Lippincott.  
 Acceptances Bankers' and Trade. Park Mathewson.  
 Wharf Management and Stevedoring. Roy S. Mc-  
 Elwee.  
 Ernest Renan. Lewis Freeman Mott.  
 Government Accounting and Reporting. Francis  
 Oakley.  
 Effective Direct Advertising. Robert E. Ramsay.  
 Merchant Vessels. Robert Riegel.  
 Human Engineering. Eugene Wera.

## Atlantic Monthly Press

## Travelers:

Hugh S. Elliott (Pacific Coast.)  
 J. L. Crowder (Middle West.)  
 Francis J. Sloane (East and South)

The Atlantic Monthly Press announces for  
 early spring publication "The Founding of  
 New England," by James Truslow Adams,  
 setting forth the strength and limitations of  
 the New England Settlers; "Gateway to Sci-  
 ence Book: Bird Stories," by Edith M.  
 Patch, State Entomologist, University of  
 Maine; and "The Menace of the School," by  
 Edward Yeomans, papers dealing with vari-  
 ous aspects of American education.

## The Automobile Blue Book Publishing Co.

## Sales Staff:

S. S. Glass (manager of book sales, New  
 York.)  
 A. Cobb, Jr., (western sales manager,  
 Chicago.)

## Travelers:

H. A. Lollesgard (South.)

H. A. Mixer (Middle East.)  
 G. W. Sutton, Jr. (Southwest.)  
 W. G. Plume (Middle West.)  
 C. M. Emery (Pacific Coast and Northwest.)

The Automobile Blue Book Co. announces  
 new 1921 editions of its automobile guide  
 books, Volumes 1-10, Volume A and T (Trans-  
 continental and New York Metropolitan Blue  
 Books).

## The Baker &amp; Taylor Co.

## Travelers:

B. G. Byron (Large cities thruout the country  
 in the interests of *The Christmas Bulletin*.)  
 William S. McKeachie (New York and vicini-  
 ty.)

Richard Mendel (salesman department of re-  
 mainders.)

Harry Hass.

John McCay.

Raymond Poggenburg.

Lester Egan.

George I. Ganiard.

L. S. Shuford has taken over some of the  
 work formerly handled by M. A. Corrigan.  
 The latter will in the future be engaged in  
 work in connection with other departments of  
 the business.



## IRVING HOPKINS

## Representing Barse &amp; Hopkins

IRVING HOPKINS, son of the genial John H.,  
 was in Williams College, class of '19, when he  
 left to enlist for the war. He joined the 388th  
 Infantry, which was sent to Camp Cody, N. M.  
 After his discharge he joined the traveling staff  
 of his dad's house, and now represents it in  
 parts of New England, the state of New Jersey  
 and in New York City.

## Barse &amp; Hopkins

## Travelers:

W. J. Barse (New York office, Philadelphia.)



J. H. Hopkins (large cities west to Kansas City.)

Irving Hopkins (New England, New Jersey, New York City.)

Joseph Goldman (large cities of U. S.)

J. H. Lange (New York State, Ohio, Michigan, Canada.)

Charles B. Nourse (Pacific Coast, Northwestern States, Northwest Canada.)

William Haldane (South, Pennsylvania.)

Watson M. French (Middle West, North Dakota, South Dakota, Wisconsin.)

Barse & Hopkins have recently removed their manufacturing plant to their own building in Newark. A New York sales office has been opened at 23 East 26th St.

#### Biddle Business Publications, Inc.

##### Travelers:

James G. Staley.

James L. Crowder.

Biddle Business Publications, Inc., announce—Gale Pheasant's "Income Tax Cyclopedia," embodying the law, regulations, rulings, and decisions, up to and including December, 1920, complete and authentic information on every phase grouped for ready reference; "The Modern Foreman," by Robert Grimshaw, a practical manual, intended to promote greater manufacturing efficiency thru the key man in the organization; and Volume II of "Accounting: Principles and Practice," by G. E. Bennett, C. P. A., Head of the Accounting Department of Syracuse University. Biddle Business Publications are planning to increase their line of business books by several well-selected titles during the next few months.

#### The Bobbs-Merrill Co.

##### Travelers:

H. S. Baker (New York, Philadelphia, Boston.)

H. B. Runyan (Chicago, Middle West, Pacific Coast.)

T. F. Mahony (New England, Central States, South.)

The Bobbs-Merrill Co. will feature this season an unusual novel by Evelyn Van Buren entitled "Zizi's Career": a romance of East and West by Samuel Merwin, "In Red and Gold"; "Guns of the Gods" a tale of India by Talbot Mundy; and "The Coming of the King," a novel by Bernie Babcock based on the New Testament. Forthcoming titles on the spring list are:

##### FICTION

Zizi's Career. Evelyn Van Buren.

In Red and Gold. Samuel Merwin.

The Eye Witness. Eric Levison.

A Thing Apart. Lucy Stone Terrill.

Trying It On the Dog. Maurice Switzer.

Kings of the Missouri. Hugh Pendexter.

Guns of the Gods. Talbot Mundy.

The Coming of the King. Bernie Babcock.

The Sheriff of Silver Bow. Berton Braley.

Prince Cinderella. Grace Alexander.

##### NON-FICTION

Emerson: How to Know Him. S. M. Crothers.

Poe: How to Know Him. C. Alphonso Smith.

The Boyhood of Abraham Lincoln. J. Rogers Gore.

Our Common Country. Warren G. Harding.

The League of Nations. William E. Borah.

The Truth About the Treaty. André Tardieu.

Taking It on High. Dr. R. R. Daniels and Bertrand Lyon.

Love Lyrics. James Whitcomb Riley.

#### Boni & Liveright, Inc.

##### Travelers:

J. L. Crowder (Middle West).

Desmond Fitzgerald (Coast).

Julian Messner (East and South).

Prominent among the features of Boni and Liveright's spring list is "Mayfair to Moscow; Clare Sheridan's Diary," a chatty, human-interest account of the rare adventure of England's noted sculptress. Adriana Spadoni, the author of "The Swing of the Pendulum," has a new novel, "The Noise of the World"; then also there are in the field of fiction Evelyn Scott's "The Narrow House"; Francis Haffkine Snow's "Red Flowers"; Eunice Tietjens' "Jake"; George Moore's "The Coming of Gabrielle" and "Heloise and Abelard," both in limited editions. Other new publications include Eugene O'Neill's "Emperor Jones," "Diff'rent," "The Straw" in one volume; H. M. Hyndman's monumental work, "The Evolution of Revolution," and Paul Gauguin's "Intimate Journals," to be published in limited edition.

##### FICTION

The Noise of the World. Adriana Spadoni.

The Narrow House. Evelyn Scott.

Red Flowers. Francis Haffkine Snow.

Jake. Eunice Tietjens.

The Coming of Gabrielle. George Moore.

Heloise and Abelard.

##### NON-FICTION

Emperor Jones, Diff'rent, The Straw. Eugene O'Neill.

The Evolution of Revolution. H. M. Hyndman.

Intimate Journals. Paul Gauguin.

#### Brentano's

##### Travelers:

John T. Witsil (New York City, the larger cities in New England, Philadelphia, Baltimore and Washington).

James L. Crowder (Middle West).

Frank A. Coombs (Far West and South).

A new work from Brentano's spring list of drama and poetry which includes two collections of plays and "Spanish-American Poets," a compilation of about two hundred poems with the Spanish and English side by side. "The Poisoner," a first novel by Gerald Cumberland, author of "Tales of a Cruel Country," is conspicuous in fiction and there are interesting announcements in art, juvenile and general books:

##### FICTION

Dust. Mr. and Mrs. E. Haldeman-Julius.

The Poisoner. Gerald Cumberland.

A Mender of Images. Norma Lorimer.

Great Sea Stories. J. L. French.

##### NON-FICTION

Back to Methuselah. Bernard Shaw.

Plays. Alice Gerstenberg.

Spanish-American Poets. Alice Stone Blackwell,

trans.

Miniatures. Emmet Lewis Beach.

Vineyards of France. Alicia du Pont de Nemours.

Vision and Design. Roger Fry.

Washington, The Nation's Capital. Herbert Pullinger.

New York, The Nation's Capital. Peter Marcus.

##### JUVENILE

The Wishing Fairy's Animal Friends. Corinne Ingraham.



## Nicholas L. Brown

*Travelers:*

Nicholas L. Brown.

F. J. Sloane.

M. L. Brown (Canada).

Among the most important books on Nicholas L. Brown's list are "The Menace of the Mob" by Dmitri Merejkovski; "Scenes from the Court of Peter the Great"; "Pope Alexander VI and His Court"; two new volumes in *The Sea Gull Library*: "Mogens" by Jens Peter Jacobsen, and "The Shepherd's Pipe," by Arthur Schnitzler; "The Book of Jeremiah" with 15 original drawings in black and white by William Saphier in a limited edition of 975 copies; "The Mimes of Herondas" (about 300 B. C.) rendered into English by M. S. Buck, a limited edition of 975 copies; "Precipitations" by Evelyn Scott; "Sketches of Soviet Russia" by John Varney. Early in the spring Nicholas L. Brown will publish a monograph by John Gould Fletcher entitled "Paul Gauguin, his Life and Art" uniform with "Noa Noa" of which a sixth printing will soon be ready, and accompanied by ten illustrations of Paul Gauguin's. Mr. Brown will continue to devote his chief attention to the publication of belles-lettres, and especially to his *Sea Gull Library* and *Historical Miniatures*.



EDWARD F. BURT

of A. L. Burt Company, New York

EDWARD F. BURT, who in his portrait looks a lot like brother "Harry," is a son of the founder of the house, and has been one of its important mainstays for nearly twenty-four years, being at the present time its Assistant Treasurer. He covers the Metropolitan territory and is popular among buyers by reason of his steadfast rule of keeping faithfully every promise he makes in respect to every order he books.

## A. L. Burt Co.

*Travelers:*

Theodore A. Jasper (Chicago, Pittsburgh, and large cities of the Middle West).

Thomas J. McLaughlin (territory covered by New York Central and Lake Shore Railroads, including Milwaukee, St. Paul, Minneapolis, Dubuque).

C. B. Steele (Southern and Pacific Coast).

John R. Hatfield (smaller cities, Ohio, Indiana, Illinois, West Virginia).

Clarence E. Jordan (Western, Northwestern territory, excepting Pacific Coast).

James L. Roberts (Pennsylvania, New Jersey).

E. F. Burt (New York City, Brooklyn).

John C. Vose (New England, Philadelphia, Baltimore, Washington).

R. U. Carruthers (Southwestern territory).

George J. McLeod, Ltd., Canadian agents.

Among the titles to appear in Burt's popular Copyright Fiction during February are:

The Curious Quest. E. Phillips Oppenheim.

The Disturbing Charm. Berta Ruck.

Everyman's Land. C. N. and A. M. Williamson.

The Lady from Long Acre. Victor Bridges.

The Mystery of the 13th Floor. Lee Thayer.

The See-Saw. Sophie Kerr.

Ashton-Kirk Investigator. John T. McIntyre.

Spanish Doubloons. Camilla Kenyon.

The Solitary House. E. R. Punshon.

His Daughter. Gouverneur Morris.

## Century Co.

*Travelers:*

George L. Wheelock.

John F. Winters.

Frederick W. Owen (special representative on the Coast and west of Denver).

The Century Co. heads its spring list with "Mystic Isles of the South Seas," by Frederick O'Brien, a new book along the lines of the author's famous "White Shadows in the South Seas." Spring fiction includes "The Happy Foreigner" by Enid Bagnold and "Ghosts," a love and mystery story by Arthur Crabb. Other interesting titles in the non-fiction group are:

## NON-FICTION

Death and Its Mystery. Camille Flammarion.

Must We Fight Japan? Walter B. Pitkin.

The Russian Bolshevik Revolution. Edward A. Ross.

## Edward J. Clode

*Travelers:*

G. H. Johnson (Principle Cities).

Wallace Wachob (Coast and South).

G. W. Amis (New England and Middle West).

Mr. Clode announces for early publication a new series of "Shorty" stories, "Meet 'Em, with Shorty McCabe" by Sewell Ford; two detective stories—"The Crooked House" by Brandon Fleming and "The Clue of the Primrose Petal" by Harvey Wickham; a book of "After-Dinner Speeches" by Alexander Burton and "How to Develop Your Speaking Voice" by Clare Tree Major.

## Cosmopolitan Book Corporation

*Travelers:*

Leon B. Archer.

J. J. Bell.

H. C. Kinsey.

James V. Malloy.



Harry V. Patterson.

Copp Clark Company, Ltd., Toronto (Sole Canadian agents).

The Cosmopolitan Book Corporation's spring list contains "God's Country—The Trail to Happiness"—by James Oliver Curwood; "Find The Woman," a novel of youth and mystery, by Arthur Somers Roche; and "The Kingdom Round the Corner," by a new Cosmopolitan author, Coningsby Dawson.

**Thomas Y. Crowell Co.**

*Travelers:*

George R. Hobby (New York City, Philadelphia, Chicago, Buffalo, Detroit, Rochester and Pacific Coast).

Frank C. Dixon (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South).

Ernest J. Bruce (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis).

**The Cupples & Leon Co.**

*Travelers:*

John Coyle (Coast states).

M. F. Gallon (Large cities, South and New England).

C. W. Wallace (Middle West and New York State).

George Ross (Middle West, part of Pennsylvania and Ohio).

New titles will be added to many of the popular series of the Cupples & Leon Co., and special provisions have been made to introduce some new series for the very young children. Additions to the cartoon books by such artists as Gene Byrnes, creator of "Reglar Fellars" and H. A. McGill, the originator of "Percie and Ferdie" are also spring features of this firm.

**Dodd, Mead & Co.**

*Travelers:*

Howard C. Lewis (New York, Boston, Philadelphia and Chicago.)

J. Russell Lewis (Middle West and Pacific Coast.)

Raymond T. Bond (New England, New York Central and South.)

Dodd, Mead and Co. have started the new year with two detective stories and a romance of New York. Included in their later publications are a book of essays by Gilbert K. Chesterton, a new Fabre volume, Frederick Palmer on "The Folly of Nations," new fiction by Archibald Marshall, Berta Ruck, Louis Couperus, James Hay, Jr., Will Payne, Vingie E. Roe and others. They announce important volumes in the fields of psychical phenomena, psychology and psycho-analysis. They list also "Graduation Memories," an attractive gift for the graduate.

**FICTION**

Six Seconds of Darkness. Octavus Roy Cohen. Majesty. Louis Couperus.

They Went. Norman Douglas.

The Underwood Mystery. Charles J. Dutton.

The Brown Moth. Oscar Graeve.

The Unlighted House. James Hay, Jr.

The Don Quixote of America. Charles Hemstreet.

The Curtain. Alexander MacFarlan.

The Hall and the Grange. Archibald Marshall.

By the Gods Beloved. Baroness Orczy.

Overlook House. Will Payne.

Val of Paradise. Vingie E. Roe.

Sweet Stranger. Berta Ruck.

The Destroyer. Burton E. Stevenson.

Burning Sands. Arthur Weigall.

Hell's Hatches. Lewis R. Freeman.

**NON-FICTION**

The Uses of Diversity. G. K. Chesterton.

The Life of J. Henri Fabre. Bernard Miall (trans.)

Fragments of Truth. Richard Ingalese.

The Problems of Psychical Research. Hereward Carrington.

Death: Its Causes and Phenomena. Hereward Carrington.

Suggestion and Autosuggestion. Charles Baudouin.

The Psychology of Thought and Feeling. Charles Platt.

Man's Unconscious Spirit. Wilfrid Lay, Ph.D.

The Folly of Nations. Frederick Palmer.

More Hunting Wasps. J. Henri Fabre.

Designs for American Homes. Mary G. Davis.

Lampshades: How to Make Them. Olive Earle.

The Miniature Collector. H. W. Lewer, F. S. A.

The Pewter Collector. H. W. Lewer, F. S. A.

Graduation Memories. Edward C. Caswell and the Decorative Designers.

A Guide to the West Indies. (1921 Rev. Ed.) Frederick Ober.



**JAMES J. BELL**

*Representing the Cosmopolitan Book Corporation*

JAMES J. BELL was born in Dublin and started in the business with M. H. Gill Company, one of the best known bookselling firms in Ireland. On arriving in America he went with A. C. McClurg & Company, and later was in charge of the fiction department at E. P. Dutton & Co.'s retail shop. His schooling in the retail trade should make him a very successful representative for his hustling house.

**Dodge Publishing Co.**

*Travelers:*

W. E. O'Kane (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis, including Michigan.)

E. W. Hall (The South, New York State, Boston, and other New England towns.)



Wm. P. Glenney (The Pacific Coast, all important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).

Louis Solomon (Canada, smaller towns, Eastern states including Metropolitan district.)

T. C. Johnson (The South West, Oklahoma to Texas, to California.)

#### M. A. Donohue & Co.

##### Travelers:

Andrew Hamming (New York City, Eastern States).

S. S. Diamond.

Tom Allen (Canada).

E. F. Boedeker (North West and Pacific Coast).

W. Hamersley (Middle West).

R. J. Donohue (South West).

A. J. Donohue (South and West).

M. A. Donohue & Co. will carry their usual lines of boys' and girls' books, standard 12mo popular copyrights and birthday books. They have increased their line of toys books with additions printed in colors.

#### George H. Doran Co.

##### Travelers:

J. W. Corrigan (New York, Boston, Philadelphia).

H. R. Drake (Chicago and the Pacific Coast.)

R. N. Hays (Large cities of Middle West).

E. H. Ziegler (New York State and New England.)

William A. Britton (South, smaller cities of the Middle West.)

C. M. Roe (Religious literature.)

The George H. Doran Co. once more presents a strong and varied spring list containing many well known names as well as new comers. Noticeable in fiction are two new books by Somerset Maugham, "The Trembling of a Leaf," a study of the effects of the islands of the Pacific on the white man, and "The Magician," a story of creepy marvels; an earlier novel by Stephen McKenna, "The Sixth Sense" and "The Education of Eric Lane," the second in his trilogy, "The Sensationalists"; a tale of an amazing Russian princess by Robert Hichens; a new Robert Chambers novel of the Cardigan type; and another all-American novel from Corra Harris. Outstanding in non-fiction are: "Russia in the Shadows," the literary result of Wells' much discussed sojourn in Russia; Chesterton's spiritual record of his journey to Jerusalem, "The New Jerusalem"; sketches, "Things That Have Interested Me," Arnold Bennett, and Balfour's "Essays."

##### FICTION

Seed of the Sun. Wallace Irwin.

The House in Dormer Forest. Mary Webb.

The Trembling of a Leaf. W. Somerset Maugham.

The Magician. W. Somerset Maugham.

The Little Red Foot. Robert W. Chambers.

Pawned. Frank L. Packard.

The Fourth Dimension. Horace Annesley Vachell.

The Sixth Sense. Stephen McKenna.

The Come Back. Carolyn Wells.

My Son. Corra Harris.

The Education of Eric Lane. Stephen McKenna.

Half Loaves. Margaret Bannning.

Blind Mice. C. Kay Scott.

The Splendid Folly. Margaret Pedler.

The Custard Cup. Florence Bingham Livingston.

The Owl Taxi. Hulbert Footner.

A. Reckless Puritan. Mrs. Victor Rickard.

Stah of the Marsh Country. Harold Waldo.

##### NON-FICTION

Russia in the Shadows. H. G. Wells.

The New Jerusalem. G. K. Chesterton.

Things That Have Interested Me. Arnold Bennett.

This World of Ours. J. H. Curle.

Life and Letters. J. C. Squire.

What Happened at Jutland. C. C. Gill.

Essays: Speculative and Political Arthur James Balfour.

With Malice Toward None. Robert Cortes Holliday.

The Art of Lawn Tennis. W. T. Tilden.

Spiritualism and Rationalism. Conan Doyle.

Nerves and the Man. W. Charles Loommore.

What Happened at Jutland. C. C. Gill.

A Naval History of the War 1914-1918. Sir Henry Newbolt.

#### Dorrance & Co., Inc.

##### Travelers:

W. H. Dorrance (New York, Pennsylvania, Maryland.)

N. H. Dorrance (Central New York.)

H. T. Dorrance (New England.)

James L. Crowder (Middle West.)

G. Dorrance (Southern States, special campaigns.)

J. P. Dorrance (Pacific Coast.)

D. Dorrance Bronson (Pacific Coast.)

Dorrance & Co.'s leaders for early spring are: "The Intellectuals," Mary Dixon Thayer; "Broken Shackles," John Gordon; "The Pocket Chesterfield," Stanhope, Burghley, Trusler, Dorrance; "Every Politician and His Wife," Adele S. Bursleson.

#### Doubleday, Page & Co.

##### Travelers:

H. B. Earl (Sales Manager, Trade Dept.)

G. V. Seiffert (New York, Boston, and Philadelphia.)

F. C. Henry (Pacific Coast and large cities of the East.)

J. J. Smith (New England, and cities of the Middle West.)

J. P. Hessian (South, and Pennsylvania).

W. P. Goubeaud (Smaller towns, New York to Kansas).

Doubleday, Page & Co. list forty-five titles for spring publication including Booth Tarkington's new story of American life, another humorous novel by Harry Leon Wilson, the collection of stories for 1920 which have won the O. Henry award, a Harold McGrath mystery yarn, some typical Christopher Morley tales of Grubb Street, and the first American edition of McFee's "An Ocean Tramp." Prominent in non-fiction are "Joseph Conrad: Notes on Life and Letters," the artist and man in self revelation; "Recollections of a Foreign Minister: Memoirs of Alexander Iswolsky." "America and the Race For the World" by A. Demangeon; and "The Memoirs of Count Witte."

##### FICTION

The Shield of Silence. Harriet T. Comstock.

An Ocean Tramp. William Mc Fee.

Tales From a Rolltop Desk. Christopher Morley.

The Wrong Twin. Harry Leon Wilson.



Red Masquerade. Louis Joseph Vance.  
O. Henry Memorial Award: Prize Stories, 1920.  
The Roof Tree. Charles Neville Buck.  
Alice Adams. Booth Tarkington.  
The Seeds of Enchantment. Gilbert Frankau.  
The Pagan Madonna. Harold MacGrath.

## NON-FICTION

Recollections of a Foreign Minister: Memoirs of Alexander Iswolsky.  
Joseph Conrad: Notes on Life and Letters.  
America and the Race for World Dominion. A. Demangeon.  
The Memoirs of Count Witte. Abraham Yarmolinsky.  
The Old Soak. Don Marquis.  
Poems and Portraits. Don Marquis.

## Frederick J. Drake &amp; Co.

## Travelers:

L. B. Vaughan.  
J. J. Mullen.  
P. C. Donaldson.

## Duffield &amp; Co.

## Travelers:

Francis J. Sloane (New England and Central West.)

Wallace Wachob (Pacific Coast.)

Duffield & Co.'s spring fiction leaders are "A Courageous Marriage" by Marguerite Bryant, the author of "Christopher Hibbault," and a new novel by Henry M. Rideout called "Fern Seed," a mystery story in England and America. They add another volume to the *Interpretors' Series*, called "Jugo-Slav," and announce several volumes of poetry and two books on musical subjects.

## FICTION

A Courageous Marriage. Marguerite Bryant.  
Fern Seed. Henry M. Rideout.  
Jugo-Slav Stories. Pavle Popovic. (ed.)

## NON-FICTION

Indian Summer. Henry Lane, Inc.  
Poems. Stewart Mitchell.  
Troubadour Songs. Clarence and Helen Dickinson.  
The Orchestra and its Instruments. Esther Stington.

## E. P. Dutton &amp; Co.

## Travelers:

Edgar W. Porter (Large cities of the Middle West, Pacific Coast, Boston and Philadelphia.)

Mortimer Douglass (South and New England.)

W. C. Becker (New York City.)

E. P. Dutton & Co. announce new novels by several distinguished authors on their list including a sea story by Blasco Ibañez, a collection of short stories by Leonard Merrick, a novel of character study sounding a note of fatalism by Francis Brett Young, and a romance of Sussex by Sheila Kaye-Smith. Among their non-fiction are a discussion of the political independence of Ireland by the late Mayor of Cork, a new collection of representative American plays compiled by Montrose J. Moses, a popular presentation of the subject of vitamins by Dr. Harrow and other books on a varied range of subjects.

## FICTION

Call Mr. Fortune. H. C. Bailey.  
Velvet Black. Richard Washburn Child.  
The Man-Killers. Dane Coolidge.  
The Dixons. Florence Kelly.  
Green-Apple Harvest. S. Kaye-Smith.  
The Tragic Bride. Francis Brett Young.

The Brassbounder. David W. Bone.  
A Chair on the Boulevard. Leonard Merrick.  
The Mayflower. Vicente Blasco Ibañez.  
Hanit, the Enchantress. Garrett C. Pier.  
Madam Gilbert's Cannibal. Bennet Copplestone.  
The Man in the Dark. Albert Payson Terhune.

## NON-FICTION

Principles of Freedom. Terence MacSwiney.  
Democracy and the Human Equation. Alleyne Ireland.

Modern Economic Tendencies. Sidney A. Reeve.  
Representative Plays by American Dramatists, 1856-1911, Vol. III. Montrose J. Moses, ed.

A Garden of Yesterday. Edith L. Smith.

Elementary Equitation. Barretto De Souza.

Miracle Mongers and Their Methods. Houdini.

Across America with the King of the Belgians. P. Goemaere.

Eastern and Northern South America. A. Hyatt Verrill.

In Search of the Soul. Bernard Hollander.

Practical Hints on Training for the Stage. Agnes Platt.

Vitamines. B. Harrow.



W. H. DORRANCE

Representing Dorrance & Company, Inc.

W. H. DORRANCE is a York State product, and made his way into the book world via Cornell University, general merchandising, and later as Secretary of Dorrance & Company. He brings to the selling game a thoro grounding in the ins-and-outs of book production, and a frank and open countenance. He represents his people, who are planning some important additions to their present modest list, in New York, Pennsylvania and Maryland.

## The H. K. Fly Co.

## Travelers:

H. K. Fly.  
H. S. Drago.  
M. W. Billings.

The H. K. Fly Co. includes the following fiction titles among its spring publications: "Winner Take All" by Larry Evans; "The Gay-Cat" by Patrick and Terence Casey; and "The Valley of the Sun" by William McCoy. It hopes also to announce for spring publication a new novel by A. M. Chisholm.



"The Land of Big Rivers." Of special interest is the announcement of a life of O. Henry by Al Jennings, the famous outlaw, who was O. Henry's intimate friend for years.

#### Forbes & Co.

##### Travelers:

E. S. Gray.

William Appleyard.

A list of books with a popular appeal will be announced later.



EDWARD J. MILLER

*Representing Funk & Wagnalls Company*

EDWARD J. MILLER will be Dave O'Connell's successor as the "star" representative of Funk & Wagnalls Company if ever Dave dips deeper into politics and is elected to something that will take up all his time. He has had a house training thru the various departments, and now represents his firm in New York City and the wide adjacent territory of the big town.

#### Four Seas Co.

##### Travelers:

F. T. J. Nunan.

Frederick D. Goodchild (Canada.)

The Four Seas Co. features this spring "Water Colors: South of France, 1918-1919," by Susan Farley Nichols; "Willow Pollen," a collection of lyric verse by Jeanette Marks; "Strindberg, the Man," by William H. MacMasters, and "Brazilian Tales," translated by Isaac Goldberg.

##### FICTION

The Missing Man. Mary R. P. Hatch.  
Famous Stories from Foreign Countries. Edna  
Wothley Underwood, trans.  
Brazilian Tales. Isaac Goldberg.

##### NON-FICTION

Water Colors: South of France, 1918-1919. Susan  
Farley Nichols.  
Practical Study of French Pronunciation. Louis  
Tesson.

Originality and Other Essays. William H. MacMasters.

Coins and Medals. Charlotte Hardin.

Willow Pollen. Jeanette Marks.

A Salem Shipmaster: an autobiography. Martha  
Nichols.

#### Funk & Wagnalls Co.

##### Travelers:

David J. O'Connell (Pacific Coast, Middle West, East.)

Edward J. Miller (New York City and vicinity.)

Funk & Wagnalls Co. includes in its spring announcement: "Will Power and Work" by Jules Payot, a book for persons of limited education; "The Rise and Progress of English Speech," a treatise in the development of the English language, by James C. Fernald, author of "English Synonyms"; a book on the labor problem, "The Industrial Code" by W. Jett Lauck and Claude S. Watts; "Recollections of the Empress Eugenie" by Augustin Filon, secretary to the Empress during the Regency; Hubert N. Richardson's "Dictionary of Napoleon and His Times"; two religious books, "The Winds of God," a volume of sermons by Rev. Louis Albert Banks and Rev. Charles H. Pridgeon's "Is Hell Eternal or Will God's Plan Fail?"; "Mend Your Speech," a book of helpful suggestions on the use of correct English and "Who, When, Where and What," a booklet containing more than twenty thousand facts concerning makers of history, art, literature, etc.

#### Charles E. Graham & Co.

##### Travelers:

Charles E. Graham (Canada.)

Harry W. Sully (Larger cities east of Denver to Boston.)

Alan H. Graham (New York State, Pennsylvania, New Jersey, also at Toy Fair.)

"Eddie" D. Schlamm (All Southern States, Middle West and New England.)

Fred W. Owen (Pacific Coast to Denver.)

Charles E. Graham & Co., who have recently moved to Newark, N. J., will maintain a New York office and display room. Charles E. Graham will have charge of the Toy Fair display at Hotel Breslin, New York, Feb. 8th-Mar. 12th.)

#### Grosset & Dunlap

##### Travelers:

Edward T. Bellamy.

Frank J. Bentley.

William M. Bergey.

Edward Brenner.

G. H. Deaton.

Edward P. Dunlap.

Desmond FitzGerald.

Garnet W. Grosset.

Philip Grosset.

Samuel A. Jenkins.

Edward C. Ketcham.

Frank A. Lewis.

George L. Mackay.

Edward Patella.



Carl W. Schlemmer.  
 Thomas A. Sheppard.  
 Eugene S. Westervelt.  
 Arnold E. Williams.  
 Leon S. Wittig.  
 George J. McLeod, Ltd. (Canadian Agents)  
 Harry M. Snyder (Far Eastern Representative, covering Japan, China, Honolulu and Philippine Islands.)

Among the titles that Grosset & Dunlap are adding to their *Popular Copyrights* are "Jungle Tales of Tarzan" by Edgar Rice Burroughs, in January; a new Zane Grey title, "The Desert of Wheat," appearing in the moving pictures as "Riders of the Dawn"; several mystery and detective novels, headed by five new Craig Kennedy Detective Stories by Arthur B. Reeve in February. Among other widely read novels are "The Branding Iron" by Katherine Newlin Burt; "Dangerous Days" by Mary Roberts Rinehart; "Slippy McGee" by Marie Conway Oemler; and "Greatheart" by Ethel M. Dell. To celebrate the eleventh anniversary of the founding of the Boy Scouts of America in February they are adding to their *Every Boy's Library* "Billy Topsail with Doctor Luke of the Labrador," a "Good Turn Book" by Norman Duncan.

#### C. S. Hammond & Co.

##### Travelers:

E. C. Katzmeir.  
 G. M. Davis.  
 Robert S. Hammond.

C. S. Hammond & Co. announce a new edition of their "Modern Atlas of the World" which contains the official 1920 census figures and shows the latest changes thruout the entire world. The new census editions of the "Pocket Atlas of the World" and the "Handy Atlas of the World" are also ready, as well as new editions of the "Historical Atlas for Students" and the "Business Atlas of Economic Geography." The "Little Giant Atlas of the World," a low-priced atlas in a board binding, is a new-comer in the atlas field. The eighth edition of the "Mercantile Marine Atlas of the World" is now ready and is entirely down to date. Among the company's recent importations are the "London Times Atlas," "Philip's Handy General Atlas" and "Philip's Handy Volume Atlas."

#### Harcourt, Brace & Co.

##### Sales Department:

August H. Gehrs (Sales Manager.)  
 Edward Morehouse (Boston, Philadelphia and the Middle West.)  
 Desmond Fitzgerald (Pacific Coast.)  
 George William Amis (Smaller Cities Middle West and East.)  
 F. T. J. Nunan (South and Texas.)

A new novel by Dorothy Canfield, "The Brimming Cup," the story of a tense dramatic conflict in a woman's life, heads Harcourt, Brace & Co.'s fiction list for the spring of 1921 followed by a psychic mystery story, "Out of the Air" by Inez Haynes Irwin. Their

non-fiction list is as particularly strong as last year, including "Denmark, a Co-operative Commonwealth," an account of that new system of government, by F. C. Howe; "The Foundations of Sovereignty" by Harold Las-ki; "When Labor Rules" by J. H. Thomas, Secretary of the National Union of Railway-men; and Bertrand Russell's criticism of Bolshevism, "Bolshevism: Theory and Practice." There will be additions from France and Italy to the *European Library* which was introduced a few weeks before Christmas by the significant novel, "The World's Illusion." For the internationally-minded reader, there will be a series of handbooks edited by G. Lowes Dickinson. In belles lettres, the books are mostly critical: a volume on "Modern British Literature" by Professor J. M. Manly and Edith Rickert of Chicago University, two books on the modern drama, and a new British poet in "Poems Old and New" by John Freeman. The publications of G. Bell and Sons of London for which Harcourt, Brace & Co. have just taken over the agency will add many notable names to their list: the *Bohn Libraries*, the long-awaited second volume of Beer's "A History of British Socialism"; a translation of Hegel's "The Philosophy of Fine Art"; a new edition of Witt's "How to Look at Pictures"; and Rose's "Napoleon." As their text-book list begins to be a significant part of their work, they plan to



FREDERICK G. ALLEN  
 Bookseller, Auburn, N. Y.

FREDERICK G. ALLEN, who comes from a bookish family, was born in Auburn. One of his grandfathers, E. B. Grandine, printed the first Mormon Bible at Palmyra, N. Y., and his father was a bookseller in Auburn for thirty years. He started with Irving H. Colwell, in 1899, and some years later bought out W. R. Keyes. He is a well-grounded bookman, and richly deserves the success he has already attained.



devote a good deal of attention during the coming year to developing that side of their business.

## FICTION

The Brimming Cup. Dorothy Canfield.  
Out of the Air. Inez Haynes Irwin.



HARRY SEALOVE

Representing Harper & Brothers

HARRY SEALOVE, who represents Harper & Brothers in New England and the State of New York, has been a salesman for more than eleven years, tho connected with the Harper house only about two years. He served in the "Fighting First Division" during the war in France, was wounded in action, and on his return to America he entered the publishing field.

## NON-FICTION

The Story of the Woman's Party. Inez Haynes Irwin.  
The Grange Master. J. Buell.  
Hope Farm Notes. H. W. Collingwood.  
Denmark, A Co-operative Commonwealth. F. C. Howe.  
Bolshevism: Theory and Practice. Bertrand Russell.  
The Foundations of Sovereignty. Harold Laski.  
When Labor Rules. J. H. Thomas.

## Harper &amp; Brothers

## Travelers:

Adam W. Burger (Boston, Philadelphia, Cincinnati, Chicago, Louisville, Indianapolis, St. Louis, Detroit, Cleveland, Pittsburg, Buffalo, Rochester).

James D. Blake (The Pacific Coast).

Claude Gittens (The South).

Harry Sealove (The New England States).

Earl F. Lederer (New York City and parts of New Jersey. Newark, Paterson, Hoboken, etc.)

Harper & Brothers have a long list of spring publications among which appear titles by many of the authors identified with this house. Alexander Black whose "The Great Desire" proved so popular has a new novel,

"The Seventh Angel," its theme developed against a background of feverish New York of today. There is a characteristic western romance, by Zane Grey, and new novels by Fanny Hurst, Compton McKenzie, and Ruth Sawyer. A varied list of non-fiction includes W. L. George, William J. Long, John Spargo and other authors of distinction: A selection is given below:

## FICTION

The Mysterious Rider. Zane Grey.  
Star Dust. Fanny Hurst.  
The Seventh Angel. Alexander Black.  
Scattered Baines. Clarence Budington Kelland.  
Rich Relations. Compton McKenzie.  
The Silver Sixpence. Ruth Sawyer.  
The Madonna of the Hills. Arthur Guy Empey.  
Oh, Shoot! Rex Beach.  
The Film Mystery. Arthur B. Reeve.  
On Secret Service. W. N. Taft.

## NON-FICTION

Hail Columbia. W. L. George.  
Synonyms and Antonyms. F. Sturges Allen.  
Why Die So Young? John B. Huber.  
Europe's Morning After. Kenneth L. Roberts.  
The People of Mexico. Wallace Thompson.  
The Ways of the Circus. George Conklin.  
The Jew and American Ideals. John Spargo.  
The Lure of the Mediterranean. Albert Bigelow Paine.  
From the Unconscious to the Conscious. Gustave Geley.  
Aerial Observations. Holworthy Hall.  
How France Built Her Cathedrals. Elizabeth Boyle O'Reilly.  
First Aid to the Car. Harold Whiting Slauson.  
A Stake in the Land. (Vol. IV, *Americanization Studies*). Peter A. Speck.  
Immigrant Health and the Community. (Vol. V, *Americanization Studies*). Michael M. Davis, Jr.  
Deeds of Heroism and Bravery.  
Public Finances of Mexico. Walter Flavius McCaleb.  
Russia To-day. H. N. Brailsford.  
The Art of Public Speaking. Garrett P. Serviss.  
The Other Wise Man (Spanish Ed.) Henry Van Dyke.  
Howell's Tribute. Various Authors.  
Principles of Banking. Willis.  
Principles of Democracy. Holcomb.  
Principles and Problems of Government. Haines.  
Advanced Business Correspondence. Kilduff.  
History of American Short Story. Pattee.  
English for Beginners. Thompson.

## JUVENILES

Harper's Handy Book for Girls. A. Frederick Collins.  
Howard Pyle's Book of Pirates. Merle Johnson.  
Catty Atkins, Riverman. Clarence B. Kelland.  
The Making of Bobby Cullen. Percy Reese Fitzhugh.  
Puss-in-Boots, Jr. and The Good Gray Horse. David Cory.  
Puss-in-Boots, Jr., and Tom Thumb. David Cory.  
Prince & Pauper (Modern Classics). Mark Twain.  
Bubble Book No. 13. Ralph Mayhew.  
Alice in Wonderland. Lewis Carroll.

## Harvard University Press

The Harvard University Press announces on its preliminary spring list: "A Source Book of Occupations," a classified bibliography of vocational guidance, by Frederick J. Allen; "Manuale Scholarium," a lively account of mediaeval universities translated by Robert F. Seybolt from a famous work first published in Latin in 1481; "Organization of the Boot and Shoe Industry in Massachusetts Before 1875," results of a first-hand investigation which illustrate the evolution of modern industrial organization, by Blanche E. Hazard; "Printing Types: Their History, Forms, and Use," by D. B. Updike; "Secret Treaties of



Austria-Hungary, Vol. II," by Alfred F. Pribram; "John Wentworth," a beautifully illustrated biography of a colonial governor of New Hampshire, by Lawrence S. Mayo; "Angvin England and Scandinavia," the sixth volume in the series *Harvard Studies in Comparative Literature*, by Henry G. Leach; and "A Hundred Voices," by Kostas Palamas; translated by A. E. Phoutrides, a further selection from the poetry of a great modern Greek writer.

#### Norman W. Henley Publishing Co.

##### Travelers:

F. A. Coombs (Coast and West.)  
R. F. Fenno (East.)  
McClelland & Stewart (Canada.)  
Hodder and Stoughton (London.)

The Norman W. Henley Co. announces the publication of the following new books:

Hints and Tips for Automobilists. Pagé.  
The Modern Motor Truck. Pagé.  
Applied Aero-Dynamics. G. P. Thompson.  
Soldering and Brazing. R. F. Yates.  
How to Make and Use a Small Chemical Laboratory. R. F. Yates.  
Standard Electrical Dictionary. Sloane.  
Design Data for Radio Transmitters and Receivers. Sleeper.  
Experimental Wireless Stations. P. E. Edelman.  
Radio Hook-Ups. M. B. Sleeper.  
The Modern Electroplater. Kenneth M. Coggeshall.  
Home Mechanic's Workshop Companion. Andrew Jackson.  
Shop Practice for Home Mechanics. R. F. Yates.  
Motor Boats and Boat Motors. Page and Leitch.  
Motorcycles and Sidecars. (Revised and enlarged ed.) Page.  
Modern Welding Methods. Pagé.

#### Henry Holt & Co.

##### Travelers:

Stanley Ward Walker (larger cities of Middle West, East and South).  
Desmond FitzGerald (Pacific Coast).  
Elliot Holt (Metropolitan district and New England).

Two outstanding titles on the spring list of Henry Holt and Co. are "The Old Man's Youth and the Young Man's Old Age," William De Morgan's last and largely autobiographical novel, "Clerambault." Other high-lights are: Professor Chapman's "Trade Tests: The Scientific Measurement of Trade Proficiency"; Colonel E. L. Munson's "The Management of Men" which shows that mental state and human behavior can be comprehensively and effectively controlled by the scientific application of the fundamental laws governing human nature itself; two new natural science books by Professor J. Arthur Thomson, author of "The System of Animate Nature," etc., an important "Life of Goethe," by P. Hume Brown, late Historiographer Royal for Scotland; a lively account of the "Women in the Life of Balzac," by Juanita H. Floyd, with an introduction by Balzac's niece, the Princess Radziwill; and a new edition of Robert Frost's "Mountain Interval."

##### FICTION

The Old Man's Youth and the Young Man's Old Age  
William De Morgan.

Clerambault. Romain Rolland.  
Meet Mr. Stegg. Kennett Harris.  
The Grinding. Clara Goodyear Boise Bush.

##### NON-FICTION

Life of Goethe. P. Hume Brown.  
Victor Hugo. Marie Duclaux.  
Women in the Life of Balzac. Juanita H. Floyd.  
The Control of Life. J. Arthur Thomson.  
Natural History Studies. J. Arthur Thomson.  
Ariosto, Shakespeare and Corneille. Benedetto Croce.  
Trade Tests. J. Crosby Chapman.  
The Management of Men. Col. E. L. Munson, U. S. A.  
The Age of the Reformation. Preserved Smith.  
Constitutional History of England. George B. Adams.  
Mountain Interval. (New ed.) Robert Frost.

#### Houghton Mifflin Co.

##### Travelers:

Frank Bruce (New York and Philadelphia).  
George H. Greer, Jr. (Chicago and principal cities of the Middle West).



#### ELLIOT HOLT

##### Representing Henry Holt & Company

ELLIOT HOLT, for a son of a prominent publisher, has had some lively experiences. He spent two and a half years along the cattle ranges of Arizona, hunted and fished trout a large part of the country, made his school, baseball and track team, was "runner-up" in a State Golf Championship, and left Harvard in his junior year to sign up for war work in the aviation field. While in the service he taught hippology, equitation and horse-shoeing in France and Germany, showing the vicissitudes of *la guerre*.

William D. Love (Pacific Coast).  
A. H. Leussler (New England, East and Middle West).  
Theodore Freydenburgh (South and Middle West).

Features of Houghton Mifflin Co.'s spring list are: "The Peace Negotiations," by former Secretary-of-State Lansing, the real story of the Peace Conference told for the first time



by one of the actual commissioners; Eleanor H. Porter's "Sister Sue"; new novels by Maud Diver, Elsie Singmaster, William McCloud Raine, Leroy Scott, Countess Barcynska, Eugene M. Rhodes, Emma C. Dowd and Arnold Mulder; a study of the young girl of to-day by Ethel M. Kelley, entitled "Beauty and Mary



MILLICENT JACOBS

Buyer, Book Department, "The White House,"  
San Francisco

MILLICENT JACOBS is a native Californian, who on graduating from the University of California started in the book business in a humble position under Gene Sommer at the "Emporium," San Francisco. She experienced the thrill of the "quake" and afterwards joined with H. S. Crocker Company. A few years with them put her in line for larger responsibilities, and while at the "White House" (Raphael Weill & Company) she succeeded Leon Archer when he came east to travel for a livelihood. She holds to the belief that the City of New York is the next best town to her beloved 'Frisco.

Blair"; an unusual first novel by Della MacLeod, and a romance of the French Revolution by Rafael Sabatini. The company also announces the taking over of the complete works of Miss Amy Lowell; the publication in May of a new volume entitled "Legends"; a West India travel book by Philip S. Marden, a new anthology by Mrs. Waldo Richards, the compiler of "High Tide," the second series of Professor Dickinson's "Chief Contemporary Dramatists," and new juveniles by William S. Hart and James Willard Schultz.

#### FICTION

Sister Sue. Eleanor H. Porter.  
Beauty and Mary Blair. Ethel M. Kelley.  
Gunsight Pass. William McCloud Raine.  
Far To Seek. Maud Diver.  
Ellen Levis. Elsie Singmaster.  
Jackie. Countess Barcynska.  
Scaramouche. Rafael Sabatini.  
Stepsons of Light. Eugene M. Rhodes.  
When Polly Was Eighteen. Emma C. Dowd.  
A Lantern of Love. Della MacLeod.

The Sand Doctor. Arnold Muller.  
Children of the Whirlwind. Leroy Scott.  
The Golden Parrott. Frederic A. Fenger.

#### NON-FICTION

The Peace Negotiations. Robert Lansing.  
Relief Administration. Thomas H. Dickinson.  
A Journal of the Great War. Charles G. Dawes.  
Legends. Amy Lowell.  
Star Points. Mrs. Waldo Richards.  
Chief Contemporary Dramatists. Thomas H. Dickinson.  
Sailing South. Philip S. Marden.  
Plantation Game Trails. Archibald Rutledge.  
Scenario Writing Today. Grace Lytton.

#### JUVENILES

Injun and Whitey Strike Out for Themselves. William S. Hart.  
The War-Trail Fort. James Willard Schultz.

#### B. W. Huebsch

##### Travelers:

Frederick Hope (New York and the East).  
Desmond Fitzgerald (West of Denver Pacific Coast).

A few outstanding titles from B. W. Huebsch's spring announcements are listed below:

A Journal to Rosalind. Anonymous.  
Original Sinners. H. W. Nevins.  
Reminiscences of Tolstoy. Maxim Gorky.  
Sun-Up. Lola Ridge.  
Poems. Wilfred Owens.  
The Invisible Censor. Francis Hackett.  
An Introduction to Hindu Art. B. K. Sarkar.  
The Beggar's Opera. John Gay.  
Revolution and Democracy. Frederic C. Howe.  
The Engineer and the Price System. Thorstein Veblen.  
The Crisis in Russia. Arthur Ransome.

#### Hurst & Co.

##### Travelers:

Louis M. Levy (Large Eastern and Central West Cities, including New York City.)  
Joseph G. Young (South, Eastern States and local territory adjacent to New York City.)  
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast and Western Canada.)

Geo. J. Weinheimer (Central West).

H. M. Caldwell (Eastern Canada.)

Leslie G. Nourse (Large Cities of New York State and New England.)

Hurst & Co. announce a few additions to their large line of boys' and girls' copyrights including new titles in the *Carter Girls Books*, *Tucker Twin Books*, and *Molly Brown Series*.

#### George W. Jacobs & Co.

##### Travelers:

D. L. Macrae.  
W. B. Applegate.

#### FICTION

Natalie Page. Katharine Haviland Taylor.  
The Heaviest Pipe. Arthur M. Patterson.  
The Panelled Room. Rupert S. Holland.  
Our Mutual Friend. (Illustrated ed.) Charles Dickens.

#### MISCELLANEOUS

The Tagore Rubaiyat.

#### JUVENILES

Nancy. Shirley Watkins.  
Ali Baba. (Illustrated ed.)

#### Marshall Jones Co.

##### Travelers:

F. A. Coombs (West and South).  
Percy A. Loring (Eastern and New England States).



The Marshall Jones Co. announces:  
 Tommy Rhymes. Arthur V. Diehl.  
 The Life Indeed. John F. Genung.  
 Parties and Party Leaders. Anson D. Morse.  
 The Story of America in Italian and English. Alberto Pecorini.  
 The Story of America in Polish and English. Alberto Pecorini.  
 A Day in a Colonial Home. Della R. Prescott.  
 The Island of Elcadar. Icarus de Plume.  
 Essays in Biblical Interpretation. Henry Preserved Smith.

### Alfred A. Knopf, Inc.

#### Travelers:

Alfred A. Knopf (Chicago).  
 John J. Mullen (larger New England and Middle Western cities and the South).  
 Desmond FitzGerald (the West, including Denver).  
 W. C. Bell (Canada).  
 L. Stuart Rose (New York City and the Metropolitan districts).  
 George W. Amis (smaller New England and Middle Western towns).  
 H. M. Snyder (Orient).

Most conspicuous among the thirty titles announced by Alfred A. Knopf this spring is the authorized American edition of "Growth of the Soil," the novel which probably won Knut Hamsun the Nobel prize for literature for 1920. Other fiction leaders include a novel by a young English writer, G. B. Stern much praised by H. G. Wells, a new detective story by the author of "The Temple Murder," and a serious fictional presentment of American life entitled "Zell" by Henry G. Aikman. George Nathan's "The Theatre, The Drama, the Girls" and "American English" by Gilbert M. Tucker, a new work somewhat along the lines of H. L. Mencken's "The American Language" are among the important non-fiction.

#### FICTION

Growth of the Soil. Knut Hamsun.  
 The Orange Yellow Diamond. J. S. Fletcher.  
 Debatable Ground. G. B. Stern.  
 The House by the River. A. P. Herbert.  
 Zell. Henry G. Aikman.  
 The Wine of Life. Arthur Stringer.

#### NON-FICTION

The Theatre, the Drama, the Girls. George Jean Nathan.  
 American English. Gilbert M. Tucker.  
 Psychoanalysis, Sleep and Dreams. André Tridon.  
 Supers and Supermen. Philip Guedalla.  
 The Mystic Warrior. James Oppenheim.

### Laird & Lee, Inc.

#### Travelers:

John D. McGrew, general representative.  
 M. S. Atwood, educational department.  
 F. J. Schulte, editorial department.

Laird & Lee announce, in addition to new revisions of their regular line of dictionaries, diaries and handy reference books, a new line of de luxe diaries and complete revisions of several of their popular mechanical books. The "Desk Webster" will be issued in a new form, and there will also be a new and handsome "Reference Edition," for home and office use, of the "Laird and Lee Standard Webster's Dictionary." Conklin's "Manual" will be combined with Edison's

"Encyclopedia" in an entirely new volume. The presentation of several of Opie Read's stories in the moving pictures has necessitated new editions of his novels, which will soon be ready. There will also be new editions of "Back to the Republic" by Harry F. Atwood, and "Vanishing Landmarks" by Leslie M. Shaw.

### John Lane Co.

#### Travelers:

Charles C. Giffin (New York, Boston, Philadelphia, Baltimore, Washington, Chicago).  
 Wallace Wachob (Pacific Coast and Southwest).  
 John J. Mullen (Middle West and South).  
 G. W. Amis (Middle West and New England).

The John Lane Co. once more heads its spring list with a new novel by W. J. Locke. Other new books from popular authors of the house are also announced.

#### FICTION

The Mountebank. W. J. Locke.  
 The Passionate Puritan. Jane Mander.  
 My Orient Pearl. Charles Colton.  
 The Golden Shoe. Justin Huntly McCarthy.  
 Rogues & Company. Ida A. R. Wylie.  
 The Dark Geraldine. J. A. Ferguson.  
 The Trusty Servant. G. V. McFadden.



### WALTER PETTIBONE

Pettibone-McLean Company, Dayton, Ohio  
 WALTER PETTIBONE, who is conducting a real bookstore in Dayton, began business life with Robert Clarke Company, and later under John G. Kidd. To widen his knowledge of the pleasures of bookselling, he traveled for a short period for George W. Jacobs & Company and Stewart & Kidd Company, covering important territory. Since 1917 he has been in business for himself—and he knows his business.

#### NON-FICTION

An African Adventure. Isaac F. Marcossan.  
 The True Story of the Empress Eugenie. Count de Soissons.



The Earthen Vessel. Pamela Glenconner.  
Japanese Impressions. Paul-Louis Couchoud. Translated by Frances Rumsey. With a Preface by Anatole France.

Authors and I. C. Lewis Hind.  
Art and I. C. Lewis Hind.  
Shadows. Alma Newton.  
Ancestors in Silhouette. Cuts by August Edouart.  
Illustrative notes and biographical sketches by Mrs. F. Nevill Jackson.

J. B. Lippincott Co.

#### Travelers:

Horace S. Ridings (New York, Boston, Chicago).

Thomas H. Clagett (Southwest, California, east to St. Louis, New England, Canada.)

Herbert M. Gaskill (South, Middle West, New York, Philadelphia, and Pennsylvania).



ARTHUR H. THORNHILL

Representing Little, Brown & Company

ARTHUR H. THORNHILL is one of the youngest—and certainly one of the most enthusiastic—travelers in the book-trade. He was born in Massachusetts, and eight years ago entered the wholesale department of Little, Brown & Co. After a thoro training he was added to the sales force about two years ago, where his engaging personality and obliging manner have made for him a host of well wishers. He will cover New England, part of the East and the Middle West.

Solomon J. Weible (points in Pennsylvania and Ohio, Michigan, Indiana, W. Va., Maryland, and Virginia).

J. B. Lippincott Co. heads its spring fiction list with a new Fleming Stone detective story by Carolyn Wells "The Mystery of the Sycamore," to be followed shortly by "The Tryst," by Mrs. Grace Livingston Hill, (Lutz) and a new story by Dr. Burris Jenkins of the Kansas City Post, entitled "Princess Salome, A Tale of the Days of Camel-Bells," suggestive in character presentation and descriptions of

the period of "Ben Hur" and "Quo Vadis." The firm announces a profusely illustrated work on "Irish Glass" and additions to many of its series of educational and technical books.

#### FICTION

The Mystery of the Sycamore. Carolyn Wells.  
The Tryst. Grace Livingston Hill (Lutz).  
Princess Salome. Burris Jenkins.

#### NON-FICTION

Training for Librarianship. J. A. Freidel.  
A Textbook of Gymnastics. J. A. Knudsen.  
Irish Glass. M. S. Dudley Westropp.  
A Diplomat in Japan. Sir Ernest Satow.  
Woodwork Joints.  
Fretwork, Fretcutting.  
How to Teach Agriculture. Storm and Davis.  
Geography, Physical, Economic, and Regional. J. F. Chamberlain.  
Agricultural Economics. Professor Boyle.  
Vocational Chemistry. J. J. Williaman.

Little, Brown & Co.

#### Travelers:

Andrew D. Pierce (South and Pacific Coast).  
Frank Jones (Chicago and principal cities of East and Middle West).

Joseph F. Greene (New York City, Boston and Philadelphia).

Arthur H. Thornhill (New England and part of East and Middle West).

William T. Hopkins, Jr. (Boston and part of Middle West).

Little, Brown & Co. resumed publication early in January with "Cow Country" by B. M. Bower, a popular writer of western tales and "The Next Corner," a dramatic story of married life, by Kate Jordan. On February 11 they published a new E. Phillips Oppenheim novel, "Jacob's Ladder" and Edison Marshall's "The Strength of the Pines," written in a similar vein to his noteworthy "The Voice of the Pack" of 1920. For March they announce a new Cape Cod novel by Sara Ware Bassett and a western romance, "The Knight of the Lonely Land." A new story of animal life by Hal G. Evarts, author of "The Cross Pull," will appear in April.

#### FICTION

The Strength of the Pines. Edison Marshall.  
The Yellow Horde. Hal G. Evarts.  
The Next Corner. Kate Jordan.  
Jacob's Ladder. E. Phillips Oppenheim.  
Flood Tide. Sara Ware Bassett.  
Cow-Country. B. M. Bower.  
The Cross-Cut. Courtney Ryley Cooper.  
The Gallant Rogue. Burton Kline.  
The Knight of Lonely Land. Evelyn Campbell.

#### THE DRAMA

Little Theater Classics, Volume III. Samuel A. Eliot, Jr.

#### JUVENILES

Lightfoot the Deer. Thornton W. Burgess.

Longmans, Green & Co.

#### Travelers:

Theodore F. Pike (East and Middle West).  
Wallace Wachob (Far West).

Longmans, Green & Co. are featuring a new Rider Haggard novel, "She and Allan," and "Strayaways," by E. O. E. Somerville and Martin Ross.

Lothrop, Lee & Shepard Co.

#### Travelers:

John E. Lander (New York City and East).  
L. W. Adams (Chicago and West).



Lothrop, Lee & Shepard Co. announce among its spring leaders a new novel, "Journey's End," by Edna A. Brown author of the mystery novel, "That Affair at St. Peter's"; another of Dr. Francis Rolt-Wheeler's books of historical interest, "Book of Cowboys" and "Heroines of History and Legend," a new collection of literary gems for which Elva S. Smith of the Carnegie Library, Pittsburgh, is noted. Of importance to the juvenile trade is "Stories Always New" illustrated in color and selected and arranged by Cora Morris, a well-known story teller for children. This year's policy will be to issue only such books as are beyond question not only worth publishing, but worth producing with unusually attractive features.

### The Macaulay Company

#### Travelers:

Edward I. Furman (South and large cities East and Middle West.)  
F. A. Coombs (West of Denver.)  
A. Lowenthal (Southwest.)  
L. S. Furman (New York and New England.)

The Macaulay Co.'s fiction list is headed by a tale of intrigue, plot and counterplot, "The Intriguers" by William Le Queux followed by a new Maurice Leblanc mystery story and other romances. Five new titles have been added to its juvenile series, Clifton Johnson's *Bedtime Wonder Tales*.

#### FICTION

The Intriguers. William Le Queux.  
Get Your Man. Ethel and James Dorrance.  
The Three Eyes. Maurice Le Blanc.  
Queenie. Wilbur Finley Fauley.  
Daughters of Heaven. Victoria Cross.  
John Rutland's Romance. J. Percival Bessell.

### Robert M. McBride & Co.

#### Travelers:

Guy Holt.  
Wallace Wachob.

Robert M. McBride & Co. feature a new fantastic romance by James Branch Cabell, the first book written by Mr. Cabell since "Jurgen," new novels by Anthony Pryde, H. de Vere Stacpoole and Isabel Ostrander.

#### FICTION

Figures of Earth. James Branch Cabell.  
Jenny Essenden. Anthony Pryde.  
Satan. H. de Vere Stacpoole.  
Crimson Blotter. Isabel Ostrander.  
Man in the Jury Box. Robert Orr Chipperfield.

#### NON-FICTION

Foundations of Feminism. Avrom Barnett.  
Some Modern French Writers. G. Turquet-Milnes.  
Posthumous Essays in Mental Science. T. Troward.  
The Faith that Heals. Fenwicke L. Holmes.

### The James A. McCann Co.

#### Travelers:

James A. McCann (East.)  
Frank A. Coombs (West.)  
George W. Amis (Smaller towns.)

The James A. McCann Co. features this spring Robert Simpson's "Swamp Breath," a story of a beautiful woman and her lovers, set in the heart of Africa; Eleanor Mordaunt's "The Little Soul"; Charles Kenmore Ulrich's

story of the Southwestern desert, "The Wolf of Purple Canyon"; and Luke Allan's "Blue Pete: Half-Breed," a Canadian Northwestern story. Non-fiction leaders are: Dr. Sigmund Freud's "Dream Psychology," psychoanalysis for beginners; W. O. Woodward and George A. Fredericks' much demanded window display book, "Selling Service With the Goods"; and Robert Lemmon's (editor of *House and Garden*) well illustrated book, "Fortnights in My Garden." These are only a part of the company's spring publications.



### J. CAMPBELL KEMP

Buyer, Book Department, Joseph Horne Co., Pittsburgh

J. CAMPBELL KEMP in early life was a schoolmaster and was made County Superintendent of Schools in Brooke County, West Virginia, at the early age of twenty-one. He has been connected with the Horne Company for twenty years, during the past eleven, as buyer of the book department. He has studied department store management from every angle, and withal is rated as one of the most popular men in the big house.

### A. C. McClurg & Co.

#### Travelers:

A. Wessels (Eastern Territory.)  
R. A. McNally (California and the Coast states.)  
J. L. Crowder (Middle West.)

A. C. McClurg & Co. announce a new Tarzan story by Edgar Rice Burroughs, the date not yet determined, and the following titles:

#### FICTION

The Bar-20 Three. Clarence E. Mulford.  
The Flockmaster of Poison Creek. George W. Ogden.

#### NON-FICTION

Better Citizenship through Art Training. Minna McLeod Beck.  
Rural Problems in the United States. James E. Boyle.  
Sympathy and System in Giving. Elwood Street.



## The Macmillan Co.

## Travelers:

William P. Albrecht, sales manager (Boston, Philadelphia.)  
 Peter P. Mulligan (New York City, specials.)  
 Charles Trenckle (New York City.)  
 J. T. Collins (New York City.)  
 Richard B. Christie (New York City.)  
 William R. Kohr (Chicago, territory east of Chicago.)  
 John Hamer (Chicago, territory west of Chicago.)  
 Fred H. Fassett (Coast.)

The Macmillan Co. has established a trade department to operate thru the Chicago office with Denton H. Sparks at its head. William R. Kohr and John Hamer are also connected with the Chicago office. The Macmillan spring list is, as usual, varied and distinguished by authors of prominence. Among the fiction leaders are a new novel by Sir Harry Johnston, the scene laid in South Africa, which was also the setting for a part of his "Gay-Donbeys"; an Onions mystery story, the first to appear for some time; a surprise from Eden Phillpotts in the form of a ghost story; and a collection of Stacy Aumonier's short stories. "Modern Democracies," by Viscount Bryce, heads the department of history and public affairs, followed by new books by H. G. Wells, Israel Zangwill and an intimate biography of Roosevelt by William Allen White. In poetry and drama appear the names of Padraic Colum, Edwin Arlington Robinson, Masfield and Yeats. Religious books, college and business books and other departments have equally important additions. There are also many new importations.

## FICTION

The Man Who Did the Right Thing. Sir Harry Johnston.  
 A Case in Camera. Oliver Onions.  
 The Grey Room. Eden Phillpotts.  
 The Golden Windmill. Stacy Aumonier.  
 In His Own Image. Mary Briarly.  
 As It Was in the Beginning. Arthur Train.  
 The Golden Answer. Sylvia C. Bates.  
 My South Sea Sweetheart. Beatrice Grimshaw.  
 Timber Wolves. Bernard Cronin.  
 Folks. Victor Murdock.  
 Terry: A Tale of the Hill People. C. G. Thomson.

## NON-FICTION

Modern Democracies. Viscount Bryce.  
 The Salvaging of Civilization. H. G. Wells.  
 The Voice of Jerusalem. Israel Zangwill.  
 Collected Works of Lord Morley, 15 v.  
 What Shall I think of Japan. George Gleason.  
 Old Creole Families of New Orleans. Grace King.  
 Industrial Government. John R. Commons.  
 A Bill of Divorcement. Clemence Dane.  
 Avon's Harvest. Edwin Arlington Robinson.  
 Dramatic Legends and Shorter Poems. Padraic Colum.  
 Essays on Modern Dramatists. William Lyon Phelps.  
 A Dictionary of Religion and Ethics. Shailer Mathews and Gerald B. Smith, eds.  
 What Christianity Means to Me. Lyman Abbott.  
 The New Light on Immortality. John Herman Randall.  
 Our Fight, Too. Owen Wister.  
 Thought Relics. Rabindranath Tagore.

## JUVENILES

Peeps at Many Lands Series. American ed.  
 Charles G. D. Roberts' Stories. New eds.  
 The Star People. Gaylord Johnson.

## Magazine of Wall Street

## Travelers:

F. J. Sloane (Eastern Territory).  
 C. J. Rose (Mid-Western Territory).  
 F. A. Coombs (Far West and Pacific Coast Territory).

## G. &amp; C. Merriam Co.

G. & C. Merriam Co. will devote its energies, as usual, to the complete line of Merriam-Webster dictionaries. The traveling for the coming year will be done by Winthrop C. Short and Harris Baker, covering the book-trade of the United States and Canada, with William H. Maddock in the educational field.

## Moffat, Yard &amp; Co.

## Travelers:

John H. Apeler (Larger cities in the East and Middle West.)  
 Howard W. Cook (East and Middle West, and South.)  
 Wallace Wachob (Coast and South.)  
 Moffat, Yard & Co. announce "The Jugglers" by Ezra Brudno, the story of a young lawyer who wages war against corrupt judges. Their non-fiction includes:

## NON-FICTION

The Dominant Male. Arnold Daly.  
 Poems. Haniel Long.  
 Economic Causes of Modern Wars. M. A. Bakeless.  
 Carpentry for Beginners. John D. Adams.  
 Abnormal Psychology. Dr. Isador H. Coriat.



PETER P. MULLIGAN

Representing The Macmillan Company

PETER P. MULLIGAN grew up from boyhood with the Macmillan Company. He represents his house in the Metropolis, and also finds time to develop "special" fields for the distribution and circulation of its numerous and varied publications. During the war he served with the A. E. F. in France, an experience that adds to his value as a salesman.



The First One Hundred Noted Men and Women of the Screen. Carolyn Lowrey.  
 Parenthood and Race Culture. Caleb Williams Saleeby.  
 Nervousness. Alfred T. Scofield.

### Thomas Nelson & Sons

#### Travelers:

H. B. Smith (East and Pacific Coast).  
 J. J. Hamilton (South).  
 George F. Bachmann (Chicago and Middle West).  
 Thomas MacLaren (Middle West).  
 Thomas F. Kyle (New York City and Metropolitan District).  
 Willard T. Dickerson, Jr., (New York State and New England).

Thomas Nelson & Sons announce the addition of three new volumes to their India Paper Standard Authors: "Epictetus," "Marcus Aurelius" and Bacon's "Essays." These volumes will be made up in the New Century style, full smooth leather covers, and also in the Edition De Luxe, full black Morocco covers, both with flexible binding. They also announce the addition of fine leather bindings to their line of Prayer Books and new hymnals for use by the Episcopal Church, as well as new styles in their Bible and Testament line. They have arranged for a number of new titles in the Nelson juvenile and toy books for children, and several additions to their miscellaneous list.

### The New York Book Co.

#### Travelers:

A. J. and E. L. Zerbe (Large cities and Eastern territory.)  
 A. L. Lowenthal (Texas, Oklahoma, Florida.)  
 G. H. Quackenbush (The Southeastern States.)  
 O. J. Bailey (Illinois, Iowa, Michigan, Minnesota, North and South Dakota and Wisconsin.)  
 J. T. Ellingwood (Pennsylvania, Ohio, West Virginia, Indiana, Kentucky, Tennessee.)  
 A. N. Hasenkamp (Idaho, Colorado, Nevada, Oregon, Utah, Wyoming.)  
 Floyd H. Nourse (Arizona, California, Idaho, Montana, Kansas, Colorado, Nebraska, New Mexico, Oregon, Washington, Utah, Missouri.)

The New York Book Co. has materially increased its toy book line and has added picture books, paint books and cut-outs. "The Six Chicks," a series of four books in color, will be published early in the year. Illustrations for 1921 books have been made by Maud and Mischa Petersham, Bertha and Elmer Hader, Frank Godwin and others. The company has also in preparation a series of "Stories of the Fox Meadow People" to be illustrated in color and black and white.

### The Nourse Co.

#### Travelers:

Leslie G. Nourse (Large cities of New York and New England.)  
 Louis M. Levy (Large Eastern and Central-West Cities, including New York City.)

Joseph G. Young (South, Eastern States and local territory adjacent to New York City.)  
 H. M. Caldwell (Eastern Canada.)  
 Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast and Western Canada.)

Geo. J. Weinheimer (Central West).

The Nourse Co. will add six new titles to its *Something-To-Do Books*. The firm also announces the second volume in the *What I Can Do With My Hands Books*, "Sewing Without Mother's Help," and other items.



WILLARD T. DICKERSON

Representing Thomas Nelson & Sons

WILLARD T. DICKERSON, after completing his education at Cornell and St. Lawrence, became associated with Thomas Nelson & Sons as a member of the Research Staff, maintained by the company for the service of subscribers to Nelson's Loose-Leaf Encyclopaedia. He gave up this work to join the Nelson selling forces, and is now in his second successful year on the road.

### Oxford University Press

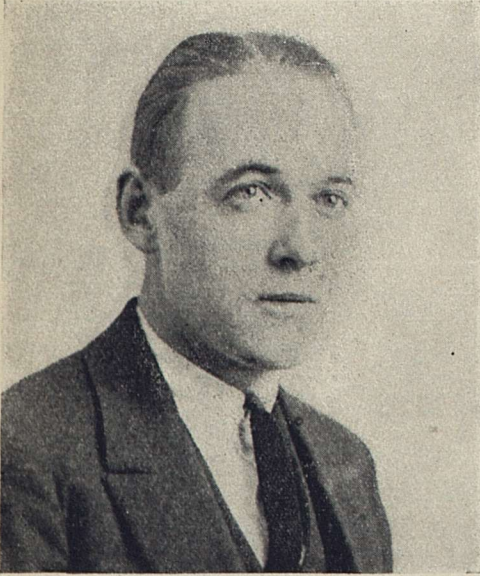
#### Travelers:

C. C. Schepmoes.  
 D. I. MacFadyen.  
 Charles Korbel.  
 Arthur J. Hammen.  
 Frank J. Guck.  
 Joseph V. Heaney.  
 Arthur A. Ulrich.

The Oxford University Press announces "The Sounds of Standard English" and "Epochs of Italian Literature" among the first volumes in the *Oxford Language and Literature Series*, which has been designed to provide short introductions to all the great literatures of the world. "A Philosophic View of Reform" is a hitherto unpublished prose work of Percy Bysshe Shelley. Ward's "Ways of Life" is a stimulating little work on ethics for the layman rather than the scholar. Other



new works promised shortly are the "Book of Great Composers," a book on musical appreciation for young people; "Rites of the Twice Born" by Mrs. Stevenson, deals with the ritual of Brahmanism and Rabbi Hertz's "Books of Jewish Thoughts," which reflects the achievements of Judaism from the earliest times to the present day. A new translation by Gilbert Murray of Aeschylus' Agamemnon has just been issued. The readers of the Scofield



BRADEN CALDWELL

Representing Reilly &amp; Lee Company

BRADEN CALDWELL, the latest addition to the selling staff of Reilly & Lee Company, had his training as a bookman in several cities and with some notable houses. He has been with W. K. Stewart Company and Bobbs-Merrill Company, of Indianapolis, Stewart & Kidd Company of Cincinnati, and Knoch's International Book Store, Chicago. This schooling is a valuable asset, and should bring out the right kind of "pep" for successful work.

Reference Bible will be glad to learn that the Scofield Reference New Testament and Book of Psalms is just ready. There are eleven different styles of binding and it is to be had on both white and the Oxford India papers. Another new feature in the Oxford line are the combination sets of Oxford Prayer books and the New Hymnal made in a number of types and a large variety of leather bindings. The two larger editions of the New Hymnal are made with the words and music.

### The Page Company

#### Travelers:

William Cameron Robinson (New York, Philadelphia, and principal cities in the Middle West including Chicago).

Alban P. Roche Canada and the Pacific Coast).

Lothrop, Lee & Shepard Co. announces and smaller cities in the Middle West).

James F. Weston New York State and Pennsylvania).

Miss Agnes G. Dowd (part of New England).

The Page Co.'s announcement includes "The Princess Naida" by Brewer Corcoran," a novel dealing with the life of European royalty in exile in Switzerland; a new book by Mrs. Larz Anderson, "Dolly the Diplomat;" a new volume in *Our Little Cousins of Long Ago Series*, "Our Little Crusader Cousins," by Evaleen Stein; and a sequel to "Smiles" by Elliott H. Robinson.

### The Penn Publishing Co.

#### Travelers:

Charles C. Shoemaker (New York and Boston.)

Frank W. Shoemaker (Other large cities and Pacific Coast.)

Fred Krauss (South, Middle West and New England.)

The Penn Publishing Co. will publish early in the spring two new novels, "Through Mocking-Bird Gap," by Jarvis Hall, a story of New Mexico and the Mexican border; and "The Husband Test," a satire on life of the average temperamental artist in Greenwich Village, by Mary Carolyn Davies, the well-known poetess.

### The Pilgrim Press

The Pilgrim Press will be represented this year by Chas. W. Shull both East and West, in conjunction with the United Religious Book Agency.

### Isaac Pitman & Sons

#### Travelers:

P. C. Leadbeater (New York City, East.)

D. H. Martin and J. Bryant (New York City.)

A. C. McClurg & Co. and Robert S. Leete & Co. (Chicago, Middle West.)

Wallace Wachob (Pacific Coast.)

F. F. Hansell & Brother, New Orleans, La. (South.)

Isaac Pitman & Sons include in their spring announcement of business, shorthand, educational and technical works, the following:

Aeroplane Structural Design. T. H. Jones.

Belts for Power Transmission. W. G. Dunkley.

Brief Rules in Isaac Pitman Shorthand. Charles Miller.

Ceramic Industries Pocket Book. A. B. Searle.

The Clothing Industry. B. W. Poole.

Commodities of Commerce. J. A. Slater.

Electric Lamp Industry. G. Arncliffe Percival.

Electrification of Railways. N. F. Trewwan.

Engraving. T. W. Lascelles.

Files and Filing (Tools). C. Fremont.

Furs and Furriery. Cyril J. Rosenberg.

Hydro-Electric Development. J. W. Mears.

Lead, Including Lead Pigments and the Desilverisation of Lead. J. A. Smythe.

Motor Road Transport. John Phillimore.

New German Grammar. John Keegan.

Perfumery. E. J. Parry.

Pitman's Shorthand Drill. Charles L. Frank.

Photographic Technique. L. J. Hibbert.

Plywood & Glues, Manufacture and Use of. E. C.

Boulton.

The Steam Locomotive. E. I. Ahrons.

Stones and Quarries. J. Allen Howe.



Telegraphy, Telephony and Wireless. J. Poole.  
 Telegraphy. T. E. Herbert.  
 Textile Calculations. W. H. Whitwam.  
 Water Power Engineering. F. F. Fergusson.

### James Pott & Co.

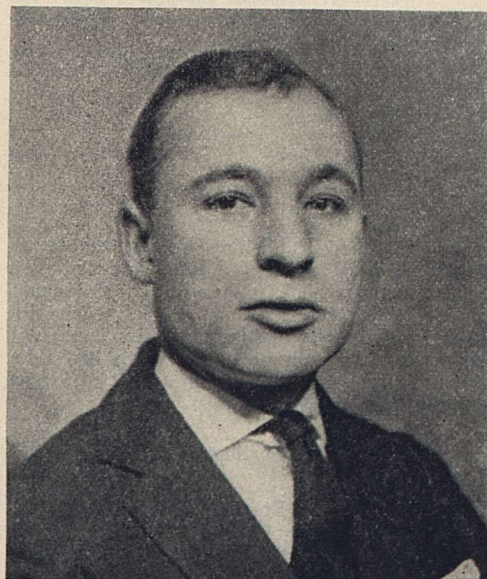
#### Travelers:

Frederick W. Hallam (large Eastern cities.)  
 Charles R. Duryea (Western cities.)  
 William G. Chase (South.)  
 William L. Mezger (Far West.)  
 W. W. Silver (Middle West.)  
 Charles B. Steele (Texas.)

James Pott & Co., in addition to their large line of Bagster and Cambridge Bibles, Testaments, will feature this year the new edition of the Episcopal Prayer Book and Hymnal.

### Princeton University Press

The Princeton University Press is represented by Elmer C. Nelson. The Press announces "The First Crusade," eye-witness accounts translated from the original and edited by August C. Krey; "Pots and Pans," studies in still-life painting, by Arthur Edwin Bye; "The Latent Causes of Insanity," by Henry A. Cotton, medical director of the New Jersey State Hospital; "Civilization and Philosophy in the Middle Ages," by Maurice De Wulf; "A Lithuanian Etymological Index," by Har-



JOHN S. NEUMAN

Representing Rand, McNally & Company

JOHN S. NEUMAN, one of the newer representatives of Rand, McNally & Company, will get his training in salesmanship under Joseph E. Goodwin, whom he will assist in the Eastern territory during the current year.

old H. Bender; and the ninth volume of the *Princeton Monographs*, "Benedetto and Santi Buglioni," by Allan Marquand, professor of art and archaeology, Princeton University.

### G. P. Putnam's Sons

#### Travelers:

Robert Gordon Anderson  
 Henry L. Allison  
 Phillip M. Anderson  
 Thomas J. Smith

The Putnam announcements for the spring cover an unusually varied range of subjects. Some of the especially interesting titles are: "The Bad Man," by Charles Hanson Towne, after the play by Porter Emerson Browne; "Further E. K. Means," more entertaining negro stories; "Prairie Flowers," another Hendryx Western story; "Mirrors of Downing Street," a collection of vivid character studies of such men as Asquith, Kitchener, by an anonymous author; a collection of Ethel M. Dell's short stories; a new novel by J. D. Beresford; and a new Peggy Stewart story by Gabrielle Jackson.

#### FICTION

Further E. K. Means.  
 The Blue Wound. Garek Garrett.  
 The Bad Man. Charles Hanson Towne.  
 Wooden Crosses. Roland Dorgeles.  
 Babel and Other Stories. Hugh M. Kahler.  
 Sons of the Sea. Raymond McFarland.

#### NON-FICTION

Enter Madame. Gilda Varesi and Dolly Byrne.  
 Motor Camping. Elon Jessup.  
 Teeth and Health. Drs. Ryan and Bowers.  
 Twenty Years of Balkan Tangle. M. Edith Durham.  
 Orders, Decorations and Insignia, Military and Civil. Robert E. Wyllie.

### Rand McNally & Co.

#### Travelers:

Joseph E. Goodwin (Eastern territory as far west as Detroit, Mich., also the Eastern Southern States.)  
 John S. Neuman (assisting Mr. Goodwin in the Eastern States.)  
 Henry M. Lamb (Central States.)  
 Raymond A. McNally (Pacific Slope and Southwestern States.)

Rand McNally & Co. have not materially changed their lines for 1921 and will continue to publish their full line of juveniles, educational books, maps and atlases. There will be a number of new titles in both the juvenile and educational lines, as well as many new maps and a complete line of new atlases.

### The Reilly & Lee Co.

#### Travelers:

William F. Lee (large cities of the East, and Chicago.)  
 Samuel H. Darst (larger cities in the Central West.)  
 Clement F. Benoit (New England, the Southwest and the Pacific Coast.)  
 George J. Lea (Central and Southeastern States and Middle States.)  
 Braden Caldwell (Middle Western States.)

The Reilly & Lee Co. will publish, May 1, "When Day Is Done," a new book of verse by Edgar A. Guest; March 1, "Chick Evans' Golf Book," a real golf story by the caddie who became champion; and "Vitalic Breathing," by Thomas R. Gaines, revealing a novel



system of winning and keeping perfect health. "White Dominoes," a detective-mystery story, by Florence M. Pettee, appears Feb. 15. In "America's Duty" Major General Leonard Wood discusses the lessons for the nation in the World War. There will be a new Oz book May 1, "The Royal Book of Oz," and a new Teenie Weenie book, "The Teenie



GRACE L. THOMPSON

*Buyer at L. S. Ayres & Company, Indianapolis*

GRACE L. THOMPSON is a born bookman. In her school days she did library work, and after graduation joined with W. K. Stewart Company and studied bookselling, fore and aft, under Fred Melcher. She accepted the position of buyer for the book department at L. S. Ayres & Company on the first of January this year, and is now in a position to make good as a manager.

Weenies Down the River," and also "The Teenie Weenie Mother Goose," with illustrations by William Donahey. The R. & L. graduation book line is larger than ever.

#### Fleming H. Revell Co.

##### *Travelers:*

Fleming H. Revell, Jr.  
W. H. Mook, Jr.  
Hobart T. Olsen.

A new volume of P. Whitwell Wilson's "Unforgettable" books entitled "The Vision We Forget" heads the spring list of the Fleming H. Revell Co. "Evangelistic Preaching" by President Ozora S. Davis of Chicago Theological Seminary; Paterson-Smyth's "Life of Christ;" "Charlie Alexander" by Philip I. Roberts; "Personal Recollections of Andrew Carnegie" by Frederick Lynch; "Sunny Windows" by W. Russell Bowie; "What Did Jesus Really Teach About Prayer?" by Edward L. Pell; "Evangelism" by William E. Biederwolf; Margaret E. Sangster's new novel, "The

Island of Faith;" and "The Case of Korea" by Henry Chung are some other conspicuous titles.

#### The Ronald Press Co.

##### *Travelers:*

Charles P. Calhoun (manager of trade sales.)  
J. L. Clark (New York City and New England.)

Hugh S. Pratt (Middle Atlantic and Middle West.)

The Ronald Press announces the following for early publication:

Financing an Enterprise. Hugh R. Conyngton.

Applied Business Mathematics. E. I. Edgerton and W. E. Bartholomew.

Practical Accounting Problems. Paul, Joseph Esquerre.

Mathematics of Business. H. A. and Walton S. Finney.

Practical Bank Operation. L. H. Langston.

Banking Practice. L. H. Langston and N. R. Whitney.

Time Study and Job Analysis: Practical Application. W. O. Lichtner.

Federal Excess Profits Tax, 1921. R. H. Montgomery.

Federal Income Tax Procedure, 1921. R. H. Montgomery.

N. Y. State Income Tax Procedure, 1921. R. H. Montgomery.

Trade Associations. E. H. Naylor.

Personnel Relations in Industry. A. M. Simons.

Theory and Practice of Banking. R. B. Westerfield.

#### The Saalfeld Publishing Co.

##### *Travelers:*

A. G. Saalfeld.

Ben Spero.

H. E. Tucker.

M. G. Field.

Paul W. Rolley.

A. J. Saalfeld, Jr.

George W. Webster.

E. Bergmann.

F. A. Broe.

The Saalfeld Publishing Co. announces another "Billy Whiskers" volume and two new school memory books, "Happy School Memories" and "School Memory Book," each title made in two styles of binding. This house will also issue a large number of new toy books for tiny children as well as some most attractive painting and drawing books.

#### Charles Scribner's Sons

##### *Travelers:*

Melville Minton (Boston, Philadelphia, Chicago and part of Middle West and New England.)

A. S. Knapp (Middle West and Southwest.)

F. H. Marling and H. C. Bauer (New York City.)

W. O. Baker (Pacific Coast.)

C. E. Connolly (South.)

Charles Scribner's Sons spring fiction leaders are new novels by Jackson Gregory, Arthur Train and Louis Dodge; among biographies is Royal Cortissoz's "Life of Whitelaw Reid," which contains many interesting disclosures of the politics and social life from Civil War days until the great editor's death; among other serious books is Professor John M.



Tyler's "New Stone Age in Northern Europe," which promises to continue the highly successful popular line of works of prehistory which began with Professor Osborne's "Men of the Old Stone Age"; an account of the work of the Children's Court by its presiding justice, Judge Hoyt, called "The Quicksands of Youth"; and as a new addition to the line of business books, "A Short Course in Advertising," by Alex. Osborn, of the advertising firm of Barton, Durstine & Osborn.

## FICTION

Ersine Dale-Pioneer. John Fox, Jr.  
Montagu Wycherly. L. Allen Harker.  
This Little World. Florence Olmstead.  
Uncle Bijah's Ghost. Jennette Lee.  
Pagan Fire. Norval Richardson.  
Tawi Tawi. Louis Dodge.  
By Advice of Counsel. Arthur Train.  
The Fire Bringers. Francis Lynde.  
Desert Valley. Jackson Gregory.

## NON-FICTION

The Life of Whitelaw Reid. Royal Cortissoz.  
The Senate of the United States. Henry Cabot Lodge.  
Life of Joseph Hodges Choate. Edward S. Martin.  
Great American Issues. John Hays Hammond and Jeremiah W. Jenks.  
New Stone Age in Northern Europe. John M. Tyler.  
Quicksands of Youth. Franklin Chase Hoyt.  
Human Behavior. Stewart Paton.  
How to Appreciate Prints. Frank Weitenkamp.  
The Art of Letters. Robert Lynd.  
The Poems of Corinne Roosevelt Robinson.  
Shakespeare from Betterton to Irving. George C. D. Odell.  
A Short Course in Advertising. Alex Osborn.  
Basketball. Charles D. Wardlaw and Whitelaw R. Morrison.  
Training for Sports. Walter Camp.  
The Engineer. John Hays Hammond.  
The Teacher. F. B. Pearson.  
Manon Philpon Roland. Evangeline W. Blashfield.  
The Well-Considered Garden. Mrs. Francis King.  
Conservation of the Wild Life of Canada. C. Gordon Hewitt.  
Mountain Craft. Geoffrey Winthrop.  
Strange Adventures of a Pebble. Hallam Hawksworth.  
History of the Association Psychology. Howard C. Warren.

## Thomas Seltzer, Inc.

## Travelers:

F. J. Sloane (East and Middle West).  
Wallace Wachob (San Francisco and Pacific Coast).

Thomas Seltzer's most important spring publications are, in fiction, "The Lost Girl" and "Women In Love," both by D. H. Lawrence. "The Passionate Spectator" by Jane Burr, and "Invisible Tides" by Beatrice Kean Seymour; in non-fiction, "Romain Rolland: The Man and His Work" by Stefan Zweig, "After the Peace" by H. N. Brailsford; "A Policy for the Labour Party" by J. Ramsay MacDonald. "The Tragedy of the Peace" by Georg Brandes, "The Creed of a Fighter" by Henri Barbusse, "Psychoanalysis and the Unconscious" by D. H. Lawrence, and "The Making of a Man: Letters from a Father to a Son" by Joseph Appel; "The Anglo-American Future" by A. G. Gardiner; and "Satanism and the World Order, a defence of the capitalist system" by Gilbert Murray.

## A. W. Shaw Co.

## Travelers:

Francis J. Sloane (East).  
Edward J. Flynn (West).  
Frank A. Coombs (Pacific Coast and South).  
The A. W. Shaw Co. will feature its "The Business Philosophy of Moses Irons," by Daniel Louis Hanson, during the next season, and among its standard books "Bookkeeping and Accounting Practice," by S. R. Hoover. The company has prepared a special selling help in the form of a display case for System's "How" Book Series, which holds twenty-four books.



DAVID BUIST

Manager, Arcade Book Shop, St. Louis

DAVID BUIST was born in the land of the Bonnie Brier Bush. His schooling has been successively with the Baker & Taylor Company, the Presbyterian Board, New York, and H. and W. B. Drew Company, Jacksonville. His success in putting a real live bookstore on the map in St. Louis shows how fortunate Doubleday, Page & Company were in selecting the right man for this shop in their chain series.

## Small, Maynard &amp; Co.

## Travelers:

E. J. Vass (Boston, New York, Philadelphia, Chicago).  
H. S. Elliott (Pacific Coast).  
J. W. Sherman (New England and the South).

Small, Maynard & Co. publish this spring Edward J. O'Brien's annual compilation of the "Best Short Stories" of the year, which has made a place for itself in short story criticism. Other distinctive 1921 books are "King Lear's Wife and Other Plays," by Gordon Bottomley; "The Sheik," by E. M. Hull; and "The World at the Cross Roads."



## FICTION

Madam. Ethel Sidgwick.  
 The Long Way Round. Emerson Gifford Taylor.  
 The Daffodil Murder. Edgar Wallace.  
 The House of Knight. Leslie Howard Gordon.  
 The Tang. Helen Bell.  
 Pearls Astray. Constance M. Warren.

## NON-FICTION

The World Horizon. Dr. A. F. Legendre; Translated by Edwin Gile Rich.  
 On the Trail of the Opium Poppy. Sir Alexander Hosie, L. S. D., F. R. G. S.  
 The Anthology Magazine Verse 1920. William Stanley Braithwaite.  
 The Life of James Monroe. George Morgan.  
 The Art and Business of Interior Decorating. B. Russell Herts.  
 Journal of Madam Knight. Designed and printed by Bruce Rogers.  
 Relation of Ultra-Modern to Archaic Music. Katharine Ruth Heyman.



JAMES SOUTAR

Buyer, Burrows Brothers Co., Cleveland

James Soutar started as a boy in the Burrows house more than twenty-five years ago. As clerk in their shipping department he studied book values closely and when he finally rose to the position of buyer he possessed a knowledge of books that made him one of the best posted men in the business. As the travelers know he is always courteous and considerate, and can buy with almost unerring discrimination.

French Fireside Poetry. Bernard Miall, Editor.  
 The Stories Editor Buy and Why. Jean Wick, ed.  
 Privilege of Pain. Mrs. A. Leo Everett.  
 Character Training in Childhood. Mary S. Haviland.  
 Sex Education; For Teachers and Parents. Walter M. Gallichan.

The Aircraft Yearbook for 1921; The First International Yearbook of Aeronautics. Edited under Direction Manufacturers Aircraft Association, Inc.  
 The Story of The Lafayette Escadrille. By its Commander, Captain Georges Thenault. Translated by Walter Duran Duranty.

## JUVENILE

Emerald Buddha. Joseph B. Ames.  
 The "Story Lady's" Book. Georgene Faulkner.

## Stewart &amp; Kidd Co.

## Travelers:

John G. Kidd (larger Eastern cities.)  
 Frank Coombs (New York City, New England and the Coast.)  
 Jas. L. Crowder (Chicago and the Middle West.)  
 Baker & Taylor Co., New York, and A. C. McClurg & Co., of Chicago, will also carry the complete line.

Foreign Representatives are: Canada, Ryerson Press, Toronto; Great Britain and the Colonies, Curtis Brown, Ltd.; Japan, Maruzen Co.; India, D. P. Taraporevala Sons & Co.

Stewart & Kidd Co. announces the following for spring publication:

## NON-FICTION

British and American Drama of Today. New ed. Barrett H. Clark.  
 Book of Conundrums. Greta Robertson.  
 Provincetown Plays. George Cram Cook & Frank Shay.  
 In the Alaska Yukon Camelands. J. A. McGuire.  
 Modern Plays Series: Six Who Pass While the Lentils Boil. Stuart Walker.  
 Three Plays. Stark Young.  
 Jist Huntin'. Ozark Ripley.  
 The Complete Dog Book. Dr. Wm. A. Bruette.  
 Alien America. E. H. Bierstadt.  
 Portmanteau Adaptations. Stuart Walker.

## FICTION

Half-way. (That Something Series). J. A. X. Smith.  
 Reminiscent Tales of a Humble Angler. Dr. Frank A. Johnson.

## Frederick A. Stokes Co.

## Travelers:

F. Brett Stokes (Pacific Coast, Chicago and other large cities in the Middle West.)  
 Henry F. Savage (Boston, Philadelphia, Washington, Baltimore, Pittsburgh and other large cities in New York State and New England.)  
 James L. Nerney (South and smaller cities in Middle West and East.)  
 Edward G. Larson (New York City.)

The Frederick A. Stokes Co. lists among its spring fiction leaders a new novel by Honoré Willsie, "The Enchanted Canyon," staging its crucial scenes in the Grand Canyon of the Colorado; Mrs. Atherton's latest work, "Sisters-in-Law," a satire of San Francisco society; "Lister's Great Adventure," a Gold Coast romance by Harold Bindloss; and "For Me Alone," by André Certhis, awarded the Grand Prix du Roman for 1920. Its general list has interesting contributions to music, fine arts, poetry, travel and sociology.

## FICTION

The Sisters-in-law. Gertrude Atherton.  
 The Enchanted Canyon. Honoré Willsie.  
 Lister's Great Adventure. Harold Bindloss.  
 For Me Alone. André Certhis.  
 The Little Back Room. E. S. Chamberlayne.  
 Harlequinade. Holloway Horn.  
 The Divine Adventure. Theodore Maynard.  
 The Feast of Lanterns. Louise Jordan Milne.  
 Paddy. The Next-Best-Thing. Gertrude Page.  
 A Child of the Alps. Margaret Symonds.



## NON-FICTION

Violin Playing as I Teach It. Leopold Auer.  
 Fifty Years of Travel. F. H. Butler.  
 Guild Socialism. G. D. H. Cole.  
 French Furniture Under Louis XVI. Roger de Felice.  
 Chats on Old Sheffield Plate. Arthur Hayden.  
 Military Correspondence Reports and Orders. Lucius H. Holt.  
 The Last Knight and Other Poems. Theodore Maynard.  
 Sherwood. Alfred Noyes.  
 The Bunt Book.

## JUVENILES

## Stoll &amp; Edwards Co.

## Travelers:

John Coyle (west of Chicago.)  
 H. S. Stoll (East and South.)  
 W. H. Edwards (East and South.)  
 A. Wessels (East and South.)

Stoll & Edwards Co., Inc., 23-25 East 26th St., New York City, is a new firm composed of travelers well-known to the trade. The firm carries a line of toy books and games, all new within the year. The list includes an "Arabian Nights" and a "Black Beauty" in words of one syllable; a cut-out, "Bull's-Eye Bill"; "The Funny Fuzzywogs"; "The Nursery Express," a combination book and train; and other novelties.

## George Sully &amp; Co.

## Travelers:

George Sully (principal cities east of St. Louis.)  
 William H. Kleinteich (South, Middle West, New England.)  
 George Leonard Sully (Pacific Coast, New York, Pennsylvania, Ohio, Michigan, Indiana, West Virginia, Illinois, Delaware, New Jersey.)

George Sully & Co. announce additions to the *Nan Sherwood Series*, "Nan Sherwood at Palm Beach"; *Billie Bradley Series*, "Billie Bradley and Her Classmates"; *Four Little Blossoms Series*, "Four Little Blossoms on Appletree Island"; a new illustrated edition of "Helen's Babies"; "Tea-Cup Reading: How to Tell Fortunes by Tea Leaves"; "The Little White Town of Never-Weary," by Jessie M. King; "Tinker-Tailor," by S. B. Pearse; and "Indoor Games and Amusements," collected by Ruth Bailey.

## The University of Chicago Press

## Travelers:

Donald P. Bean (large cities.)  
 G. C. Crippen (religious books.)

The University of Chicago Press's spring list includes "The Financial Organization of Society," by H. G. Moulton; "Introduction to the Science of Sociology," by Robert E. Park and Ernest W. Burgess; the work of Rodin and other European sculpture, of St. Gaudens and American sculpture discussed by Lorado Taft in "Modern Tendencies in Sculpture"; "The Graphic Arts," by Joseph Pennell; and a concise history of the development of political life in Japan, "The Press and Politics in Japan," by Kisaburo Kawabe.

## Vir Publishing Co.

President L. M. Cross, of the Vir Publishing Co., will make the coast trip this year, leaving about March 1st and stopping at some of the leading cities in the near East and West en route.

## W. J. Watt &amp; Co.

## Travelers:

W. J. Watt (large cities of the East.)  
 Howard Watt (Middle West.)  
 W. W. Wachob (Pacific Coast.)

W. J. Watt & Co. will publish during the early spring "The Scar," by Ruby Ayers, and "Good References," by E. J. Rath. They also have under way new novels by Mrs. Alfred Sidgwick, Roy Norton and Douglas Grant.

## Albert Whitman &amp; Co.

## Travelers:

Bernard Botein (Eastern States.)  
 J. T. Dennis (Middle West.)  
 W. S. Siegel (Western States.)  
 Albert Whitman (large cities.)

Albert Whitman & Co.'s 1921 list consists of the geographical edition of New Census, Atlases and Maps; the A. Flanagan Co. titles; Ella Wheeler Wilcox books and the "Just Right Books" for children.



JOHN COYLE

Representing Stoll & Edwards Company

JOHN COYLE, the unusually popular traveler for M. A. Donohue & Company, Chicago, with a record of twenty years in their service, made a notable change recently by joining the new house of Stoll & Edwards Company, New York. He will represent them in the big book buying territory that lies west of Chicago, and will trade with many friends who know him very well and very affectionately.



## W. A. Wilde Co.

*Travelers:*

W. J. Sanford  
R. W. Kendall (Eastern trade from Boston office.)  
Herbert L. Coggins (Pacific Coast).



W. CAMERON ROBINSON

*Representing The Page Company*

W. CAMERON ROBINSON's first position was as a list boy with Hilton, Hughes & Co., in 1894, where he remained until their failure. Returning to school to continue his studies, he later entered the book business with John Wanamaker, New York, in 1903. He resigned in 1907 to take a position with the Encyclopedia Britannica Company, where he remained until 1909. In 1913 he took charge of the Book Department at Stern Brothers, and in 1919 became the star representative of the Page Company.

## The John C. Winston Co.

*Travelers:*

John R. Fraser (Sales manager.)  
B. F. Hitchens (Western manager.)  
Elmer E. Jones  
E. A. Merriam  
W. C. Shepherd  
Julius Meyer  
R. G. Kornbau

A. O. Morse

Albert E. Aldridge

William Currer (Canadian Branch.)

The John C. Winston Co. announces a new edition of the Winston Simplified Dictionary, to be known as the Business Man's edition, bound in half leather, with full patent thumb index. It will include the many new words recently brought into use, also a dictionary of business terms, tables of weights, measures and money, etc. The company will emphasize especially its children's books for 1921. There will be several new series, including a *Girl Scout Series*, by Margaret Vandercook, whose *Camp Fire Girls Series* and others are well known. Among the additions to series already issued is a new "Mary Frances" book by Jane Eayre Fryer, author of the *Mary Frances Instruction Books*. Other publications are: a "New and Complete Atlas of the World," printed in five colors, which will contain the 1921 census; a companion book to Milton C. Work's "Auction Methods Up to Date"; and, in time for the March campaign in the Year-Round Bookselling Plan, a series of twenty-two handbooks covering practical and necessary subjects, including automobiles, advertising, building trades, mechanics, electricity, etc., at popular prices. The international line of Bibles and Testaments will be featured as strongly as ever, and a new loose-leaf Bible has been issued with space for annotation.

## The Womans Press

*Travelers:*

Dorothy Grant.

Charles W. Shull, United Religious Book Agency.

The most notable title on the Womans Press list is "Folk Songs of Many Peoples" collected by Florence Hudson Botsford during several trips abroad from music heard at festivals and from representatives of the various races, the words put into poetry by distinguished American poets. The spring list is as follows:

National Costumes of the Slavic Peoples. Margaret Swain Pratt, comp.

Second List of Plays and Pageants. Marjory Lacey-Baker, comp.

The Untried Door. Richard Roberts.

Folk Songs of Many Peoples. Florence Hudson Botsford. 2 v.

Icebreaker Herself, The. Edna Geister.

## Yale University Press

The Yale University Press will again be represented by F. A. Coombs.



# Directory of Traveling Salesmen of the Book Trade

- Adams, L. W., Lothrop, Lee & Shepard Co.  
 Albrecht, W. P., Macmillan Co.  
 Aldridge, Albert E., J. C. Winston Co.  
 Allen, Tom, M. A. Donohue Co.  
 Allison, H. L., G. P. Putnam's Sons.  
 Ames, G. William, J. A. McCann Co., John Lane Co., A. A. Knopf, Harcourt, Brace & Howe.  
 Anderson, Philip M., G. P. Putnam's Sons.  
 Anderson, Robert G., G. P. Putnam's Sons.  
 Apeler, J. H., Moffat, Yard & Co.  
 Applegate, W. B., Geo. W. Jacobs & Co.  
 Appleyard, William, Forbes & Co.  
 Archer, Leon B., Cosmopolitan Book Corporation.  
 Atwood, M. S., Laird & Lee, Inc.  
 Bachmann, George F., Thomas Nelson & Sons.  
 Bailey, O. J., N. Y. Book Co.  
 Baker, Harris W., G. & C. Merriam Co.  
 Baker, H. S., Bobbs-Merrill Co.  
 Baker, W. O., Charles Scribner's Sons.  
 Barse, W. J., Barse & Hopkins.  
 Bauer, H. C., Charles Scribner's Sons.  
 Bayer, Frederick F., Oxford University Press.  
 Bean, Donald P., Univ. of Chicago Press.  
 Becker, W. C., E. P. Dutton & Co.  
 Bell, James J., Cosmopolitan Book Corp.  
 Bell, W. C., A. A. Knopf.  
 Bentley, Frank J., Grosset & Dunlap.  
 Benoit, Clement F., Reilly & Lee Co.  
 Bergey, W. M., Grosset & Dunlap.  
 Bergman, E., Saalfield Pub. Co.  
 Blake, James D., Harper & Bros.  
 Boedeker, E. F., M. A. Donohue & Co.  
 Bond, Raymond T., Dodd, Mead & Co.  
 Botin, Bernard, Albert Whitman Co.  
 Brenner, Edward, Grosset & Dunlap.  
 Britton, W. A., Geo. H. Doran Co.  
 Broe, F. A., Saalfield Pub. Co.  
 Brown, N. L., Nicholas L. Brown.  
 Bruce, Frank, Houghton Mifflin Co.  
 Bryant, J., Isaac Pitman & Sons.  
 Bunce, Ernest J., T. Y. Crowell Co.  
 Burger, Adam, Harper & Brothers.  
 Burt, E. F., A. L. Burt Co.  
 Byron, B. G., Baker & Taylor Co.  
 Caldwell, Braden, Reilly & Lee Co.  
 Caldwell, H. M., The Nourse Co.  
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 Chase, W. G., James Pott & Co.  
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 Clark, J. L., Ronald Press Co.  
 Clifton, Lennox, Dodge Publishing Co.  
 Clinch, F. A., D. Appleton & Co.  
 Coakley, John J., John Murphy Co.  
 Cobb, A., Jr., Automobile Blue Book Co.  
 Coggins, H. L., W. A. Wilde Co.  
 Collins, J. T., Macmillan Co.  
 Connolly, C. E., Charles Scribner's Sons.  
 Cook, Howard W., Moffat, Yard & Co.  
 Coombs, Frank A., N. W. Henley Pub. Co., Macaulay Co., Magazine of Wall St., Stewart & Kidd Co., Yale University Press, Brentano's, J. A. McCann Co., Marshall Jones Co., A. W. Shaw Co.  
 Corrigan, J. W., George H. Doran Co.  
 Coyle, John, Stoll & Edwards Co., Cupples & Leon Co.  
 Crippen, G. C., Univ. of Chicago Press.  
 Cross, G. H., Henry Altemus Co.  
 Cross, L. M., Vir Publishing Co.  
 Crowder, James L., Atlantic Monthly Press, Boni & Liveright, Brentano's, B. W. Huebsch, A. C. McClurg & Co., Stewart & Kidd Co., Dorrance & Co., Biddle Business Pubs.  
 Curren, William, J. C. Winston Co.  
 Curran, B. F., D. Appleton & Co.  
 Darst, S. H., Reilly & Lee Co.  
 Davis, G. M., C. S. Hammond & Co.  
 Deaton, G. H., Grosset & Dunlap.  
 Dennis, J. T., Alfred Whitman Co.  
 Diamond, S. S., M. A. Donohue & Co.  
 Dickerson, W. T., Jr., Thomas Nelson & Sons.  
 Dixon, Frank C., T. Y. Crowell Co.  
 Donaldson, P. C., F. J. Drake & Co.  
 Donohue, A. J., M. A. Donohue & Co.  
 Donohue, R. J., M. A. Donohue & Co.  
 Dorrance, W. H., Dorrance & Co., Inc.  
 Dorsey, S. E., Whitman Publishing Co.  
 Douglass, Mortimer, E. P. Dutton & Co.  
 Dowd, Agnes G., The Page Co.  
 Drago, H. S., H. K. Fly Co.  
 Drake, H. R., George H. Doran Co.  
 Dunlap, Edward P., Grosset & Dunlap.  
 Duryea, Charles R., James Pott & Co.  
 Earl, H. B., Doubleday, Page & Co.  
 Edwards, W. M., Stoll & Edwards Co.  
 Egan, Lester, Baker & Taylor Co.  
 Elliott, Hugh S., Small, Maynard & Co., Atlantic Monthly Press.  
 Ellingwood, J. T., N. Y. Book Co.  
 Emery, C. M., Automobile Blue Book Co.  
 Fassett, Fred H., Macmillan Co.  
 Fenno, R. F., Norman W. Henley Pub. Co.  
 Field, M. G., Saalfield Publishing Co.  
 Fitzgerald, Desmond, Atlantic Monthly Press, Grosset & Dunlap, A. A. Knopf, Henry Holt & Co., Boni & Liveright, B. W. Huebsch, Harcourt, Brace & Howe.  
 Fly, H. K., H. K. Fly Co.  
 Flynn, E. J., A. W. Shaw Co.  
 Fraser, John R., John C. Winston Co.  
 French, Watson M., Barse & Hopkins.  
 Frevdenburgh, Theo., Houghton Mifflin Co.  
 Furlong, Russel L., Jordan & Co.  
 Furman, L. S., Macaulay Co.  
 Furman, Edward I., Macaulay Co.  
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- Gaskill, Herbert M., J. B. Lippincott Co.  
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 Graham, C. E., C. E. Graham & Co.  
 Grant, Dorothy, The Womans Press.  
 Gray, E. S., Forbes & Co.  
 Greene, Joseph F., Little, Brown & Co.  
 Grosset, Garnet W., Grosset & Dunlap.  
 Grosset, Philip, Grosset & Dunlap.  
 Guck, Frank L., Oxford University Press.  
 Haldane, William, Barse & Hopkins.  
 Hall, Edward W., Dodge Publishing Co.  
 Hallam, Frederick W., James Pott & Co.  
 Hamer, John, Macmillan Co.  
 Hamersley, W. M., M. A. Donohue & Co.  
 Hamilton, J. J., Thomas Nelson & Sons.  
 Hammen, A. J., Oxford University Press.  
 Hamming, Andrew, M. A. Donohue & Co.  
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 Harris, Fred. M., Abingdon Press.  
 Hass, H. P., Baker & Taylor Co.  
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 Hays, R. N., George H. Doran Co.  
 Heaney, Joseph V., Oxford University Press.  
 Heikel, Emil, D. Appleton & Co.  
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 Hull, Harry F., Dodd, Mead & Co.  
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 Jones, Elmer E., John C. Winston Co.  
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 Ketcham, Edward C., Grosset & Dunlap.  
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 Kinsey, H. C., Cosmopolitan Book Corporation.  
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 Kohn, William R., Macmillan Co.  
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 Kornbau, R. G., J. C. Winston Co.  
 Krauss, Fred., Penn Publishing Co.  
 Kurtzman, H. R., H. Altamus Co.  
 Kyle, Thomas F., Thomas Nelson & Sons.  
 Lamb, Harry M., Rand, McNally & Co.  
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 Isaac Pitman & Sons.  
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 Lewis, Frank A., Grosset & Dunlap.  
 Lewis, J. Russell, Dodd, Mead & Co.  
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 Love, Wm. D., Houghton Mifflin Co.  
 Lowenthal, A. G., N. Y. Book Co.  
 Lowree, Samuel McLean, Duffield & Co.  
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 McCay, J., Baker & Taylor Co.  
 McDonald, Carl, D. Appleton & Co.  
 MacFadyen, D. I., Oxford University Press.  
 McGrew, John D., Laird & Lee, Inc.  
 McKay, James S., David McKay.  
 McKay, Alex., David McKay.  
 MacKay, Geo. L., Grosset & Dunlap.  
 McKeachie, William S., Baker & Taylor Co.  
 MacLaren, Thomas, Thomas Nelson & Sons.  
 McLaughlin, Thomas J., A. L. Burt Co.  
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 MacMullen, A. D., E. M. Levins Co.  
 McNally, Raymond A., Rand, McNally & Co.,  
 A. C. McClurg & Co.  
 Macrae, D. L., George W. Jacobs & Co.  
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 Malloy, J. V., Cosmopolitan Book Corporation.  
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 Messner, Julian, Boni & Liveright.  
 Meyer, Julius, John C. Winston Co.  
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 Minton, Melville, Charles Scribner's Sons.  
 Mixer, H. A., Automobile Blue Book Co.  
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 Morehouse, Edward, Harcourt, Brace & Co.  
 Morris, Ellison, B. W. Huebsch.  
 Morse, A. O., J. C. Winston Co.  
 Mullen, John J., F. J. Drake & Co., A. A.  
 Knopf, John Lane Co.  
 Mulligan, Peter P., Macmillan Co.  
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 Murray, John B., W. B. Saunders Co.  
 Nelson, Elmer C., Princeton University Press.  
 Nerney, James L., Frederick A. Stokes Co.  
 Neuman, John S., Rand, McNally & Co.  
 Nourse, Charles B., Barse & Hopkins.  
 Nourse, Floyd H., N. Y. Book Co., The Nourse  
 Nourse, L. G., Nourse Co., Hurst & Co.  
 Nunan, F. T. J., Four Seas Co., Harcourt,  
 Brace & Co.  
 Nye, Daniel W., Doubleday, Page & Co.  
 O'Connell, David J., Funk & Wagnalls Co.  
 Olssen, Hobart T., F. H. Revell Co.  
 Owen, Frederick W., Century Co., C. E. Gra-  
 ham & Co.  
 Palmer, Parker C., Am. Baptist Pub. Soc.  
 Patella, Edward, Grosset & Dunlap.  
 Patterson, H. V., Cosmopolitan Book Corp.  
 Pierce, Andrew D., Little, Brown & Co.  
 Pike, Theodore F., Longmans, Green & Co.



- Plume, W. G., Automobile Blue Book Co.  
 Poppenburg, Raymond, Baker & Taylor Co.  
 Porter, Edgar W., E. P. Dutton & Co.  
 Pratt, Hugh S., Ronald Press Co.  
 Revell, F. H., Jr., Fleming H. Revell Co.  
 Ridings, Horace S., J. B. Lippincott Co.  
 Roberts, James L., A. L. Burt Co.  
 Robinson, W. C., The Page Co.  
 Roche, Alvin P., The Page Co.  
 Roe, Charles M., Geo. H. Doran Co.  
 Rolley, Paul W., Saalfield Pub. Co.  
 Rose, C. J., Magazine of Wall St.  
 Rose, L. Stuart, A. A. Knopf.  
 Ross, George, Cupples & Leon Co.  
 Runyan, H. B., Bobbs-Merrill Co.  
 Saalfield, Albert G., Saalfield Publishing Co.  
 Saalfield, A. J., Jr., Saalfield Pub. Co.  
 Sanford, W. J., W. A. Wilde Co.  
 Savage, Henry F., Frederick A. Stokes Co.  
 Schepmoes, C. C., Oxford University Press.  
 Schlamme, Ed. D., C. E. Graham & Co.  
 Schlemmer, Carl W., Grosset & Dunlap.  
 Schulte, F. J., Laird & Lee, Inc.  
 Sealove, Harry, Harper & Brothers.  
 Shepherd, W. O., John C. Winston Co.  
 Sheppard, Thomas A., Grosset & Dunlap.  
 Sherman, J. W., Small, Maynard & Co.  
 Shoemaker, Chas. C., Penn Publishing Co.  
 Shoemaker, Frank W., N. Y. Book Co.  
 Short, Winthrop C., G. & C. Merriam Co.  
 Shull, Charles W., United Religious Book Agency.  
 Sieffert, G. V., Doubleday, Page & Co.  
 Siegel, William S., Norman W. Henley Pub. Co.  
 Silver, W. W., James Pott & Co.  
 Sloane, Francis J., Duffield & Co., A. W. Shaw Co., N. L. Brown, Atlantic Monthly Press, Thomas Seltzer, Magazine of Wall St.  
 Smith, H. B., Thomas Nelson & Sons.  
 Smith, Thomas J., G. P. Putnam's Sons.  
 Smith, J. J., Doubleday, Page & Co.  
 Snyder, Harry M., A. A. Knopf, Dodd, Mead & Co.  
 Spero, Ben, Saalfield Publishing Co.  
 Staley, James G., Biddle Business Pubs.  
 Stanton, John R., Stanton & Van Vliet Co.  
 Steele, Charles B., A. L. Burt Co., James Pott & Co.  
 Steers, Joseph B., The Page Co.  
 Stokes, F. B., F. A. Stokes Co.  
 Stoll, H. S., Stoll & Edwards Co.  
 Sully, George, Geo. Sully & Co.  
 Sully, Geo. Leonard, Geo. Sully & Co.  
 Sully, Harry, C. E. Graham & Co.  
 Sutton, G. W., Automobile Blue Book Co.  
 Thornhill, Arthur H., Little, Brown & Co.  
 Trenkle, Charles J., Macmillan Co.  
 Tucker, H. E., Saalfield Publishing Co.  
 Ulrich, Arthur A., Oxford University Press.  
 Van Vliet, C. H., Stanton & Van Vliet Co.  
 Vass, Edward J., Small, Maynard & Co.  
 Vaughan, L. B., Frederick J. Drake & Co.  
 Vose, John C., A. L. Burt Co.  
 Wachob, Wallace W., Moffat, Yard & Co., Duffield & Co., Thomas Seltzer, John Lane Co., E. J. Clode, R. M. McBride & Co., Longmans, Green & Co., W. J. Watt & Co., A. W. Shaw Co., Isaac Pitmans & Sons.  
 Walker, Stanley Ward, Henry Holt & Co.  
 Wallace, C. W., Cupples & Leon Co.  
 Watt, Howard, W. J. Watt & Co.  
 Watt, W. J., W. J. Watt & Co.  
 Webster, George W., Saalfield Pub. Co.  
 Weible, Solomon S., J. B. Lippincott Co.  
 Welker, Leon, D. Appleton & Co.  
 Wessels, A., A. C. McClurg & Co., Stoll & Edwards Co.  
 Westervelt, Eugene S., Grosset & Dunlap.  
 Weston, James F., The Page Co.  
 Wheelock, George L., Century Co.  
 Whitman, A., Alfred Whitman Co.  
 Williams, Arnold E., Grosset & Dunlap.  
 Winters, John F., Century Co.  
 Witsil, John T., Brentano's.  
 Wittig, Leon S., Grosset & Dunlap.  
 Young, J. G., Nourse Co.  
 Zerbe, A. J., N. Y. Book Co.  
 Zerbe, E. L., N. Y. Book Co.  
 Ziegler, E. H., George H. Doran Co.

## Department Store Buyers of Books

### ALABAMA

- Birmingham*.—Loveman, Joseph, & Loeb. (Henry Baruch.)  
*Florence*.—B. A. Rogers & Bro. (Mr. Bark.)  
*Mobile*.—Hammel D. G. Co. (B. Strauss.)  
*Montgomery*.—Montgomery Fair. (J. B. Smith.)

### ARIZONA

- Tucson*.—Moore & O'Neal (J. W. O'Neal.)

### ARKANSAS

- Fort Smith*.—Boston Store D. G. Co. (G. E. Berson.)  
*Little Rock*.—Gus Blass Co. (H. G. Metzger.)

### CALIFORNIA

- Berkeley*.—I. F. Fink & Son.  
*Fresno*.—E. Gottschalk & Co., Inc. (G. G. Oliver.)

- Los Angeles*.—Broadway Dept. Stores. (E. J. Moriarty.)  
 —Bullock's Dept. Store. (Miss E. Foster.)  
 —Beeman & Hender, Inc.—"The Baby Store." (Miss N. A. Hendee.)  
 —Faris Walker Co. (Mr. Conrad.)  
 —A. Hamburger & Sons, Inc. (E. H. Dart.)  
 —J. W. Robinson Co. (Philip E. Kubel.)  
*Oakland*.—H. C. Capwell Co. (Smith Bros. Mrs. N. Gilkerson.)  
 —Kahn's. (Miss Van Scoten.)  
*Sacramento*.—Weinstock, Lubin & Co. (F. M. Folsom.)  
*San Francisco*.—The Emporium.  
 —Raphael Weill & Co., Inc. (Miss M. Jacobs.)  
 —City of Paris D. G. Co.  
 —Hale Bros., Inc. (Miss May Springer.)  
*San Jose*.—O. A. Hale & Co. (H. A. Berkuist.)



*Willows.*—Hochheimer & Co. (Mr. F. H. Reynolds.)

## COLORADO

*Colorado Springs.*—Grimwood's. (A. E. Grimwood.)

*Denver.*—Daniels & Fisher Stores Co. (Mrs. Oran C. Miller.)

—Denver D. G. Co. (Hugh Shields.)

—Golden Eagle D. G. Co. (Max M. Heller.)

—A. Lewis & Son D. G. Co. (Miss Olive M. Davis.)

*Pueblo.*—The Crews-Beggs D. G. Co. (Miss F. Davis.)

## CONNECTICUT

*Bridgeport.*—Howland D. G. Co. (Mrs. Gill.)

—D. M. Read Co. (Mrs. J. R. Langshaw.)

*Derby.*—Howard & Barber Co. (Mr. Cook.)

*Guilford.*—Nelson H. Griswold.

*Hartford.*—Brown, Thomson & Co. (J. M. Rourke.)

—G. Fox & Co. (Miss M. White.)

—Wise, Smith & Co. (Mr. J. Daffman.)

*New Britain.*—"The Fair."

*New Haven.*—The Edward Malley Co. (Miss Kathryn A. Davis.)

—Shartanburg & Robinson Co. (A. R. Womrath.)

*New London.*—The S. A. Goldsmith Co. (N. Dreyfus.)

—James Hislop & Co. (M. Hield.)

*Norwalk.*—Tristram & Hyatt. (L. Hyatt.)

*Stamford.*—The C. O. Miller Co. (Mr. De Camp.)

*Torrington.*—W. W. Mertz Co. (W. W. Mertz.)

*Norwich.*—Porteous & Mitchell. (Mr. McGrath.)

—Reid & Hughes Co. (Mr. Smith.)

*Waterbury.*—Curran Dry Goods. (Mr. Bannon.)

—Grieve, Bisset & Holland. (Wm. Bailey.)

—Reid & Hughes D. G. Co. (Mr. Burnham.)

*Willimantic.*—H. C. Murray Co. (Mr. Bath.)

## DELAWARE

*Delaware City.*—Horn's, Inc.

*Wilmington.*—Lippincott & Co. (Mr. E. C. Killen.)

—Snellenberg & Co.

## DISTRICT OF COLUMBIA

*Washington.*—S. Kann, Sons & Co. (S. L. Nye.)

—Woodward & Lothrop. (F. E. Woodward.)

## FLORIDA

*Jacksonville.*—The Covington Co.

—Cohen Brothers. (John Meeks.)

*Orlando.*—The Yowell-Drew Co. (Mr. Buice.)

*Miami.*—E. B. Douglas Co. (Mrs. Turner.)

## GEORGIA

*Atlanta.*—M. Rich & Bro. Co. (F. A. Sherom.)

*Augusta.*—J. B. White & Co. (R. B. Smith.)

—Chamberlain-Johnson-Du Bose Co. (C. Y. Rose.)

*Brunswick.*—Bennett Bros. (Louis Bennett.)

*Columbus.*—J. A. Kirven Co. (George Sheram.)

*Savannah.*—Leopold Adler. (Leo W. Regan.)

## ILLINOIS

*Canton.*—Worther-McAllister Co.

*Champaign.*—W. Lewis & Co. (Herman Lewis.)

*Downers Grove.*—H. E. McAllister & Co.

*Chicago.*—Boston Store. (Mr. Smith.)

—Butler Bros., Wholesalers. (G. M. Coy.)

—Carson, Pirie, Scott & Co. (Ralph B. Henry.)

—"The Fair." (Western Book and Stationery Co.)

—Marshall Field & Co. (Mrs. Marcella Burns Hahner.)

—Sol. Klein. (B. Warshawsky.)

—Sears, Roebuck & Co. (Geo. R. Bingham.)

—Mandel Bros. (D. H. Davis.)

—Rothschild Bros. (Western Book and Stationery Co.)

—Spurgeon Mercantile Co. (Mr. Spurgeon.)

—Montgomery Ward & Co. (Duke Hill.)

—W. A. Wieboldt & Co. (Roy L. Haines and Mr. Romele.)

*Danville.*—Emery Dry Goods Co. (C. G. Scott.)

*Decatur.*—Lin & Sruggs D. G. Co. (B. L. Weaver.)

*Elgin.*—Ackemann Bros. (Miss Jennie Miller.)

*Evanston.*—Lord's Inc. (Mrs. A. B. McCullough.)

*Galesburg.*—O. T. Johnson Co. (Mr. G. G. Hampton.)

*Hinsdale.*—Hinsdale Dry Goods Co.

*Hoopeston.*—McAllister-Worthen Co.

*La Grange.*—McAllister-Pittsford Co.

*Paris.*—Jones Dry Goods Co. (W. Hoenig.)

*Paxton.*—Paxton Dry Goods Co.

*Peoria.*—Block & Kuhl Co. (Miss Louise McGinty.)

—Schoenfeld-Martin Co. (Miss J. Applegreen.)

—P. A. Bergner & Co. (Miss Ruth Meeks.)

*Rock Island.*—L. S. McCabe & Co. (Mr. Scott.)

—Young & McCoombs Co-operative Store Co. (Miss A. Kilpatrick.)

*Rockford.*—D. J. Stewart & Co. (Miss Carrie Dearborn.)

*Streator.*—D. Heenan Mercantile Co. (James A. Finlen.)

*Wheaton.*—Pittsford Dry Goods Co.

## INDIANA

*Bloomington.*—The Wicks Co. (Otto Rott.)

*Crawfordsville.*—Graham Department Store. (G. D. Johnson.)

*Elkhart.*—H. B. Sykes Co. (Burt Sykes.)

*Evansville.*—Fowler, Dick & Walker. (James R. Duncan.)

*Ft. Wayne.*—Rurode D. G. Co. (Mr. Mills.)

—Steele-Meyers Co.

—Wolf & Dessauer. (Louis S. Dessauer.)

—Beadell & Co., The People's Store. (Mr. Henry Beadell.)

*Hammond.*—Kaufman & Wolf. (Chas. P. Gruen.)

*Indianapolis.*—Pettis D. G. Co. (J. E. Keller.)

—L. S. Ayres & Co. (Miss Grace Thompson.)



—Block, Wm. H., Co. (Leo Schoen.)  
*Kokomo*.—Thalman & Levi. (Mr. Levi.)  
*Lafayette*.—Loeb & Hene Co. (Samuel M. Loeb.)  
*Madison*.—Daily & Roth. (Mr. Daily.)  
*Rushville*.—R. H. Jones Co. (Harry Hillibold.)  
*South Bend*.—Ellsworth Store. (Miss Valentine.)  
—Brandon, Durrell Co. (E. Hagey.)  
*Terre Haute*.—A. Herz. (Miss Mayme Henry.)  
—Kleeman Dry Goods Co. (M. Kleeman.)  
*Valparaiso*.—J. Lowenstine & Sons. (G. S. Bartholomew.)

## IOWA

*Burlington*.—John Boesch Co.  
*Charles City*.—The Ruste Co. (Mr. Lucian.)  
*Davenport*.—Harned & von Maur. (Miss I. Murray.)  
—J. H. C. Peterson's Sons. (Miss Leedo Leper.)  
*Des Moines*.—Younker Bros., Inc. (Albert Younker.)  
—Wilkins Bros. Co., Inc. (V. A. Wilkins.)  
—Harris-Emery Co. (Miss Ruth Eberhart.)  
*Dubuque*.—Rosbek Bros. Co. (Mr. Macaulay.)  
—James Levi Co. (Mrs. L. C. Witmer.)  
—J. F. Stampfer Co. (Frederick Stampfer.)  
*Fairfield*.—Wade & Bonfield. (C. W. Wade.)  
*Marshalltown*.—Levin Dry Goods Co. (J. Levin.)  
*Ottumwa*.—W. J. Donelan & Co. (Charles L. Bliley.)  
*Sioux City*.—Davidson Bros. Co. (R. W. Orcutt.)  
—T. S. Martin Co. (E. Cassell.)

## KANSAS

*Atchison*.—Ramsay Bros. D. G. Co. (Mr. Fulford.)  
*Emporia*.—Rorabaugh D. G. Co. (Mrs. Weed.)  
*Hutchinson*.—Pegues Wright D. G. Co. (W. Scroggs.)  
—Rorabaugh Wiley D. G. Co. (F. H. Cost.)  
*Kansas City*.—Maunder-Dougherty Merc. Co. (Mr. Dougherty.)  
*Topeka*.—The Pelletier Co. (Mr. McKeown.)  
*Wichita*.—Rorabaugh D. G. Co. (T. O. Harris.)

## KENTUCKY

*Covington*.—John R. Choppin Co. (Stewart & Kidd Co.)  
*Georgetown*.—Herring-Jenkins & Co. (George Herring.)  
*Louisville*.—The Stewart D. G. Co. (Mrs. Baxter.)  
—J. Bacon & Sons. (Mrs. K. N. Brennan.)  
—Kaufman Straus Co. (Z. Jacoby, Miss Jennie Borenstein.)  
—Herman Straus & Sons Co., Inc. (Miss J. Levi.)

## LOUISIANA

*New Orleans*.—Maison Blanche Co. (Miss Kate Connelly.)  
—D. H. Holmes Co. (E. H. Pritchett.)  
*Lake Charles*.—The Muller Co., Ltd. (Miss J. Griffin.)

*Shreveport*.—The Hearne Dry Goods Co. (D. A. Corrie.)

## MAINE

*Augusta*.—Adams Dry Goods Co.  
*Bangor*.—Freese's. (Paul Freese.)  
—Wood & Ewer Co. (Miss Constantine.)  
*LeWiston*.—B. Peck Co. (Miss B. A. Channell.)  
*Portland*.—Owen Moore & Co. (Miss Fitzpatrick.)  
—Porteous, Mitchell & Braun Co. (O. A. Moore.)  
—J. R. Libby Co. (Ralph G. Libby.)  
*Waterville*.—Wardwell D. G. Co.

## MARYLAND

*Cumberland*.—McMullen Bros. (Mr. Edwards.)  
—Rosenbaum Bros.  
*Baltimore*.—A. A. Brager. (A. Stanley Brager.)  
—A. Eisenberg. (Chas. Herman.)  
—Hochschild, Kohn & Co. (J. J. Estabrook.)  
—Stewart & Co. (Miss Elizabeth Conway.)  
—Baltimore Bargain House, Wholesale. (B. W. Sebal.)

## MASSACHUSETTS

*Beverly*.—Almy, Bigelow & Washburn.  
*Brockton*.—James Edgar Co. (S. E. Murray.)  
*Boston*.—Wm. Filene & Sons Co. (Mrs. F. A. Nudd.)  
—Houghton & Dutton. (E. S. Woodman.)  
—Jordan, Marsh Co. (E. A. Pitman.)  
—Murphy Bros. Co. (Mrs. M. A. Crowley.)  
—Shepard Norwell Co. (Victor Eckland.)  
—Timothy Smith & Co. (G. W. Vinol.)  
—R. H. White Co. (W. C. Everett.)  
*Attleboro*.—"Burnetts." (Mr. Burnett.)  
*Everett*.—J. W. Philbrick & Co.  
*Fall River*.—R. A. McWhirr Co. (Mr. Armitage.)  
—The Steiger-Cox Co. (Mr. W. Hoyle.)  
*Fitchburg*.—Nichols & Frost. (J. H. Potter.)  
*Gloucester*.—Wm. G. Brown & Co. (Wm. G. Brown, Jr.)  
*Greenfield*.—J. Wilson & Co. (Miss Lane.)  
—Almy, Bigelow & Washburn.  
*Haverhill*.—Mitchell & Co. (Miss G. W. White.)  
*Lawrence*.—Reid & Hughes Co. (Mrs. Henderson.)  
—A. B. Sutherland Co. (Mr. McCabe.)  
*Lowell*.—A. G. Pollard Co. (Jas. A. Burns.)  
—G. C. Prince & Son, Inc. (Mr. Sweatt.)  
*Lynn*.—P. B. Magrane Store, Inc. (Jos. A. Magrane, Mr. O'Keefe.)  
—Burrows & Sanford. (A. A. Cully.)  
—T. W. Rogers Co. (Mr. Haskell.)  
*Malden*.—F. N. Joslin & Co. (F. M. Loring.)  
*Middleboro*.—F. N. Whitman.  
*New Bedford*.—New Bedford Dry Goods Co. (Mr. Thibedeau.)  
*North Adams*.—Consolidated D. G. Co. (Mr. Reed.)  
*Northampton*.—Consolidated D. G. Co. (Mr. H. S. Christopher.)



*Pittsfield*.—England Bros. (Miss K. Man-  
nion.)  
*Salem*.—Almy, Bigelow & Washburn. (Mr.  
Walsh.)  
*Springfield*.—Forbes & Wallace. (Mrs. Mur-  
dough.)  
—Meekins, Packard & Wheat. (A. R. Wom-  
rath.)  
*Worcester*.—Barnard, Summer, Putnam Co.  
(Mr. Jamison.)  
—Denholm McKay Co. (Wm. J. Macmillan.)  
*Waltham*.—P. P. Adams Co. (Mr. O'Connor.)

## MICHIGAN

*Bay City*.—Hawley D. G. Co. (Miss Phyllis  
Beaudin.)  
*Detroit*.—Crowley, Milner & Co. (J. T. Den-  
nis.)  
—Elliot-Taylor-Woolfenden Co. (J. L. Thor-  
burn.)  
—J. L. Hudson Co. (Mrs. A. S. Morris.)  
*Escanaba*.—Fair Savings Bank Dept Store. (J.  
N. Wolfstrom.)  
*Grand Rapids*.—Chas. Trankla & Co. (H. G.  
Robertson.)  
—Hazeltine & Perkins Drug Co. (J. H.  
Hagy.)  
—Herpolsheimer Co. (Mrs. B. Averill.)  
*Jackson*.—Glasgow Bros. (Mr. Edgar Glas-  
gow.)  
—Gaylord-Alderman Co.  
*Kalamazoo*.—J. R. Jones' Sons & Co. (W. O.  
Jones.)  
—Gilmore Bros. (Mr. Geery.)  
—Russell & Anderson, "Star Bargain." (Miss  
Ward.)  
*Lansing*.—The F. N. Arbaugh Co. (R. J.  
Powers.)  
*Port Huron*.—J. B. Sperry & Co. (Mr. G.  
H. Bloom.)  
*Saginaw*.—Wm. Barie D. G. Co. (L. A. Good-  
man.)  
—M. W. Tanner Co. (L. W. Bixby.)  
*South Haven*.—M. Hale & Co.  
*Traverse City*.—Hannah & Lay Mercantile Co  
(Mr. Moore.)

## MINNESOTA

*Brainerd*.—H. P. Dunn.  
*Duluth*.—I. Freimuth. (David G. Loewies.)  
—Glass Block Store Co., Inc. (Mrs. J. T.  
Watson.)  
—J. J. Moe & Sons Co. (A. H. Moe.)  
*Hutchinson*.—Braun's (Henry Braun, Jr.)  
*Minneapolis*.—The Dayton Co. (John N.  
Skinner.)  
—Butler Brothers, Wholesalers. (W. G.  
Trecker.)  
—L. S. Donaldson Co. (Miss L. H. Mus-  
grove.)  
—Powers Mercantile Co. (L. H. Wells.)  
*St. Paul*.—"The Golden Rule," E. Higgins Co.  
(Mr. Brown.)  
—Mannheimer Bros.  
*Stillwater*.—The Murphy Co. (R. Murphy.)

## MISSOURI

*Carthage*.—Ramsay Bros. D. G. Co. (Mr.  
Fulford.)

*Columbia*.—The Missouri Store. (Mr. B. W.  
Lucas.)  
*Hamilton*.—Missouri Dry Goods Co. (Mr.  
Green.)  
*Joplin*.—Newman Mercantile Co. (Mr. Hen-  
derson.)  
*Kansas City*.—Jones Store Co. (A. M. Levy.)  
—Geo. B. Peck D. G. Co. (P. A. McKenna.)  
—Emery Bird Thayer D. G. Co (C. B.  
Sefranka.)  
*Maryville*.—Yehle Dry Goods Co.  
*Mountain Grove*.—Glenn Mercantile Co.  
*Richmond*.—W. H. Darneal D. G. Co (Mr.  
Darneal.)  
*Springfield*.—Chas. H. Heer D. G. Co. (Mr.  
Heer.)  
*St. Joseph*.—Townsend, Wyatt & Wall D. G.  
Co. (E. J. Townsend.)  
*St. Louis*.—Butler Bros., Wholesalers. (Wm.  
A. Cunningham.)  
—"Famous Barr" Co. (P. J. Sefranka.)  
—Scruggs, Vandevoort & Barney. (Mr.  
Klegis.)  
—Stix, Baer & Fuller D. G. Co. (Edwin I.  
Hyke.)

## MONTANA

*Great Falls*.—Strain Bros. (G. C. Williams.)

## NEBRASKA

*Hastings*.—Stein Bros. Co. (Miss L. T. Hul-  
burt.)  
*Lincoln*.—Miller & Paine. (J. H. Willis.)  
—H. Herpolsheimer Co. (Mr. Logan.)  
*Omaha*.—J. L. Brandeis & Sons. (W. A. Hol-  
land, care of Western B. & S. Co.)  
—Burgess-Nash Co. (Miss K. Swartz.)  
—Hayden Brothers. (E. Higgins Co.)  
—Thos. Kilpatrick Co. (Robert Cowell.)

## NEVADA

*Reno*.—Gray, Reid, Wright Co. (Miss Ethel  
Leach.)

## NEW JERSEY

*Asbury Park*.—Steinbach Co. (Miss B. Mc-  
Intyre.)  
*Atlantic City*.—Braunstein-Blatt Co. (D.  
Braunstein.)  
*Burlington*.—R. G. Dunn.  
*Camden*.—Munger & Long. (W. M. Kneisel.)  
*East Orange*.—Muir Department Store. (Mr.  
Muir.)  
*Elizabeth*.—Smith-Hammer, Inc. (Miss Ham-  
mer.)  
*Flemington*.—E. Vosseller. (Asher Stryker.)  
*Hammononton*.—Wm. L. Black. (Miss D. Bur-  
gan.)  
*Keyport*.—A. Salz & Co. (Miss Meehan.)  
*Long Branch*.—Jacob Steinbach. (Miss  
March.)  
*Newark*.—L. Bamberger & Co. (Miss M.  
Hancock.)  
—Beger Dept. Store. (J. H. Larsen.)  
—Hahne & Co. (W. J. Schwartz.)  
*Paterson*.—Meyer Bros. (L. L. Samuels.)  
—Quackenbush & Co. (F. A. Orr.)  
*Perth Amboy*.—Reynolds Bros. (Miss A.  
Baldwin.)  
*Plainfield*.—A. E. Force & Co. (A. E. Force.)  
*Red Bank*.—A. Salz Co. (Miss Predmore.)



*Rutherford.*—W. E. Waller. (R. W. Meyers.)  
*Trenton.*—S. P. Dunham & Co. (Mrs. Schultz.)  
*West New York.*—E. Kruger. (Mr. Dwyer.)  
*Westfield.*—F. H. Schaefer & Co. (Mr. Moore.)  
*Westwood.*—W. E. Waller.

## NEW HAMPSHIRE

*Manchester.*—Barton's Department Store. (Mr. Lamb.)  
*Portsmouth.*—Lewis E. Staples.

## NEW YORK

*Albany.*—W. M. Whitney & Co. (Miss Anna M. Hartman.)  
 —John G. Meyers Co. (Miss H. F. Reilly.)  
 —Waldman Bros. (Mrs. C. E. Browne.)  
*Auburn.*—Foster, Ross & Co. (Clarence Kierst.)  
*Binghamton.*—Fowler, Dick & Walker. (Miss Harriet B. Mason.)  
 —Hills, McLean & Haskins. (Miss Mack.)  
 —Rosenthal & Rubin, Inc. "The Fair."  
*Brooklyn.*—Abraham & Straus. (Mrs. Kelly.)  
 —H. Batterman Co. (C. J. Bernard.)  
 —The McCormick Store. (Miss G. Smith.)  
 —Levi Bros. & Co. (George W. Hirsch.)  
 —Frederick Loeser & Co. (Miss E. Hubley.)  
 —J. A. Wilson & Son. (Mr. Mulholland.)  
*Buffalo.*—Adam, Meldrum & Anderson Co. (Henry J. Simons.)  
 —J. N. Adams & Co. (Miss H. J. Hall.)  
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)  
*Corning.*—Wing & Bostwick. (Mr. Perry.)  
*Elmira.*—Sheehan, Dean & Co. (Mr. Charles Dean.)  
*Glens Falls.*—Boston Store. (Mr. Bassinette.)  
*Gloversville.*—Argersinger Co., Inc. W. A. Dockstader.)  
 —Martin & Naylor. (Mr. Strong.)  
*Haverstraw.*—Baum Bros. (Mr. C. K. Baum.)  
*Hoosick Falls.*—M. Lurie & Co. (Mr. Braham.)  
*Herkimer.*—H. C. Munger Co. (Mr. Bachelor.)  
*Hudson.*—Marsh & Backman. (Miss Potts.)  
*Ithaca.*—Rothschild Bros. (Leon D. Rothschild.)  
*Jamestown.*—Jones & Audette. (C. L. Audette.)  
 —A. C. & C. A. Anderson Co.  
 —Abraham, Son & Bigelow Co. (Herbert Hough.)  
*Malone, N. Y.*—Wm. P. Empsall & Co., Inc. (Mr. Empsall.)  
*New Rochelle.*—Ware's Department Store. (Miss I. Fowler.)  
*Newburgh.*—John Schoonmaker & Son. (F. A. Munger.)  
*Mt. Vernon.*—Genung-McArdle & Campbell. (Miss Baylis.)  
*New York City.*—Adams, Flanigan Co. (Charles Cross.)  
 —Adams Senior Co. (Miss Smith.)  
 —Bach & Co. (Mr. Bach.)  
 —Barnett Bros. (Mrs. King.)  
 —Best & Co. (Miss E. Cugell.)  
 —Bloomingdale Bros. (Miss M. Perks.)

—L. M. Blumstein, 125th St. (Mr. Mahrer, Jr.)  
 —Butler Bros., w'lesalers. (Henry Gerlach, Jr.)  
 —John Laniell, Sons & Sons. (Mrs. Jeannot.)  
 —Gimbel Brothers. (Miss Alice M. Dempsey.)  
 —James A. Hearn & Son. (Miss Grady.)  
 —H. C. F. Koch & Co. (Miss Conklin.)  
 —The Lord & Taylor Book Shop. (C. R. Crowell.)  
 —R. H. Macy Co. (Miss Grace Gaige.)  
 —A. Neuhaus & Co., 466 Columbus Ave. (Miss Semple.)  
 —Francis Rogers & Son. (Miss McKay.)  
 —Rothenberg & Co. (H. J. Palmer.)  
 —James R. Senior, Inc. (Roy M. Senior.)  
 —Stern Brothers. (Miss Uhlenbush.)  
 —Syndicate Trading Co., wholesalers. (W. H. Arnold.)  
 —John Wanamaker. (Frank S. Smyth.)  
 —L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)  
*Niagara Falls.*—Jenss Bros. (Ernest Jenss.)  
 —Niagara D. G. Co. (Mr. Fischer.)  
 —Beir Bros. (Miss D. Newman.)  
*Nyack.*—Harrison & Dalley. (Miss Lynch.)  
*Ogdensburg.*—Nathan Franks Sons. (Leo Frank.)  
*Oneonta.*—Oneonta Dept. Store. (L. Breeze.)  
*Oswego.*—Geo. H. Campbell & Co. (Mr. Degarriss.)  
*Peekskill.*—Berger's Dept. Store. (Mr. Harding.)  
*Poughkeepsie.*—Luckey, Platt & Co. (G. Gill.)  
 —Wallace Co. (Miss Mallaley.)  
*Rochester.*—E. W. Edwards & Son.  
 —Burke, Fitzsimons, Home Co., Inc. (Edward Toole.)  
 —Duffy-Powers Co. (Scrantom, Wetmore & Co.)  
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)  
*Rome.*—F. E. Bacon Co. (Miss Edith Murray.)  
*Saugerties.*—Reed & Reed. (Mr. Macmillian.)  
*Schenectady.*—H. S. Barney Co. (Miss Elizabeth A. Ledger.)  
 —The Boston Store. (Edw. Hooley.)  
 —The Wallace Co. (Clarence Brundage.)  
*Syracuse.*—E. W. Edwards & Son.  
 —Chappell Dyer Co., Inc. (W. A. Dyer.)  
 —Dey Bros. & Co. (John B. Murphy.)  
 —The Hunter, Tuppen Co. (Miss Mary Hassett.)  
 —Syracuse Dry Goods Co. (J. W. Gusbacker.)  
*Troy.*—Wm. H. Fear & Co. (Richard V. Page.)  
 —Gay Company. (Miss Taylor.)  
*Utica.*—A. S. & T. Hunter. (Miss Fitzgibbon.)  
 —Robert Fraser. (John T. Mc Dermott.)  
 —John A. Roberts & Co. (Miss Clara Brown.)  
*Watertown.*—Frank A. Empsall & Co. (Miss Edith Avery.)  
*Yonkers.*—Marshall-Matheson Co. (W. S. Adler.)

## OHIO

*Akron.*—The M. O'Neill Co. (William E. Glass.)  
*Ashland.*—Home Co. (Ellsworth Shinn.)  
*Ashtabula.*—D. L. Davis Co. (D. L. Davis.)



*Canton*.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)  
*Cincinnati*.—Alms & Doepke Co. (Miss E. Martin.)  
 —Hanke Bros. Co. (R. L. Davis.)  
 —The Fair Co. (Miss Ada L. Flynn.)  
 —Geo. W. McAlpin Co.  
 —H. & S. Pogue Co. (Stewart & Kidd.)  
*Cleveland*.—Halle Brothers Co. (Miss V. S. Hutchinson.)  
 —Higbee & Co. (Miss Ella Valentine.)  
 —The May Co. (J. E. Williams.)  
 —John Meckes Sons Co. (W. Meckes.)  
 —The Stearn Co. (Miss Hannah Reich.)  
*Columbus*.—Columbus D. G. Co. (R. H. Schnepf.)  
*Dayton*.—Alder & Childs.  
 —Elder & Johnson Co. (Fred Fleischauer.)  
 —Rike-Kumler Co.  
*Findlay*.—C. F. Jackson Co. (George Stringfellow.)  
*Hamilton*.—Robinson-Schwenn Co. (Mr. Schwenn.)  
 —Mahes Sohngen Co. (Mr. Sohngen.)  
*Middletown*.—The John Ross Co. (John Ross.)  
*Norwalk*.—C. F. Jackson Co. (F. E. Hartee.)  
*Portsmouth*.—Anderson Bros. Co. (E. E. Hamilton.)  
*Sandusky*.—Herb & Meyers Co. (Mr. A. F. MacMillan.)  
*Sidney*.—The Thedieck Dept. Store. (Frank Thedieck.)  
*Springfield*.—The Edw. Wren Co. (C. J. Weichel.)  
*Toledo*.—W. L. Milner & Co. (E. Higgins Co.)  
 Tiedtke Bros. Store. (J. M. Friedlander.)  
 —La Salle & Koch Co. (Doubleday, Page Co.)  
 —Lion Store. (Mrs. E. H. Hubbard.)  
*Washington Court House*.—Jess W. Smith.  
*Youngstown*.—G. M. McKelvey & Co. (George Holsinger.)  
*Xenia*.—Jobe Bros. (K. B. Bloom.)

## OKLAHOMA

*Ada*.—Shaw's Department Store. (Mr. Shaw.)  
*Enid*.—Kennedy Mercantile Co. (Mr. Price.)  
*Guthrie*.—F. O. Lutz D. G. Co. (A. Baker.)  
*Oklahoma City*.—Rorabaugh Brown D. G. Co. (R. L. Webb.)  
*Portland*.—Meier & Frank Co. (Vivian P. Cooley.)  
 —Olds, Wortman & King. (Mrs. J. W. Pounce.)  
*Salem*.—Patton Bro. (H. D. Patton.)  
*Tulsa*.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

## PENNSYLVANIA

*Allentown*.—Hess Bros. (Mrs. M. Goepfel.)  
 —H. Leh & Co. (Miss Lillian Snyder.)  
 —Zollinger-Harnard Co. (Miss Thompson.)  
*Altoona*.—Wm. F. Gable & Co. (Sidney S. Koch.)  
*Bethlehem*.—The Bush & Buhl Co. (Mr. Stecher.)  
*Bloomsburg*.—F. P. Pursel. (J. N. Knies.)  
*Bradford*.—Leslie H. Russ.

*Butler*.—W. J. Offut Co. (Charles R. Kriner.)  
*Carlisle*.—Imperial Dept. Store. (A. L. Roberts.)  
*Charleroi*.—J. W. Berryman & Son.  
*Clearfield*.—Lietzinger Bros. (J. Lietzinger.)  
*Connellsville*.—Wright Metzler Co. (Mr. Robert Evans.)  
*Cresson*.—Gross Department Store. (B. Gross.)  
*Easton*.—Bush & Buhl Co. (Miss Florence Waite.)  
 —Wm. Laubach & Sons. (Charles M. Laubach.)  
*Erie*.—Erie Dry Goods Co. (A. E. Smith.)  
 —Trask, Prescott & Richardson. (A. R. Wormath.)  
*Danville*.—P. C. Murray & Son. (Charles Murray.)  
 —George Grove Keefer.  
*Doylestown*.—A. F. Scheetz's Sons. (Miss Stommer.)  
*Harrisburg*.—Dives, Pomeroy & Stewart. (L. V. Harvey.)  
*Hasleton*.—Fowler D. G. Co. (H. A. Schmall.)  
*Jeannette*.—Ely Bros. (Mr. John Ely.)  
*Jersey Shore*.—Sallada Bros. (Jesse Saft.)  
*Johnstown*.—Penn Traffic Co. (Roland A. Gibson.)  
*Lancaster*.—Leinbach & Co. (Charles Wagner.)  
 —The Donovan Co. (Mrs. Myers.)  
 —Watt & Shand. (Edward G. Ely.)  
 —L. B. Herr & Son. (E. Herr.)  
*Lebanon*.—Bon-Ton Department Store. (Miss Danpman.)  
*Lewistown*.—E. E. McMeen & Co. (Ralph McMeen.)  
*Lock Haven*.—Smith & Winter. (Mr. Winter.)  
*Mifflin*.—E. E. McMeen & Co.  
*Monessen*.—A. R. Ney Co. (A. R. Ney.)  
*Nanticoke*.—J. B. Scureman Co. (Mr. Scureman.)  
*New Castle*.—New Castle D. G. Co. (G. C. Fox.)  
 —W. J. Offut Co. (Charles R. Kriner.)  
*New Kensington*.—H. R. Nainwright Co. (Miss Fanny Ross.)  
*Oil City*.—C. H. Smith & Sons Co. (Mr. Nichols.)  
*Philadelphia*.—Gimbel Bros. (Benedict Freud.)  
 —Lit Bros. (Miss K. A. Callan.)  
 —N. Snellenburg & Co. (Mrs. M. Lansdale.)  
 —Strawbridge & Clothier. (Fred F. Mattison.)  
 —John Wanamaker. (Walter H. Cox and W. B. Eason.)  
*Pittsburgh*.—Boggs & Buhl, Inc. (A. K. Betteridge.)  
 —Joseph Horne Co. (J. C. Kemp.)  
 —Kaufman & Baer Co. (Western Book and Stationery Co.)  
 —Kaufman's. (Wm. McGhee.)  
*Pittston*.—Gompertz Dept. Store. (Mr. Asherbrand.)  
*Pottsville*.—Dives, Pomeroy & Stewart. (Miss Cantor.)  
*Reading*.—Dives, Pomeroy & Stewart. (C. C. Chrismer.)  
*Ridgway*.—Smith Bros. Co. (Mr. Townsend.)  
*Stroudsburg*.—A. B. Wyckoff. (Miss I. McCarthy.)  
*Sheffield*.—C. H. Smith Co.



*Scranton*.—Scranton D. D. Co. (Mrs. Alice Kinney.)  
*Tyrone*.—The Templeton Co. (Mr. Templeton.)  
*Uniontown*.—Rosenbaum Bros. (I. Rosenbaum.)  
 —Wright, Metzler Co. (Mr. McGibbons.)  
*Warren*.—Smith, Metzler-Wright Co. (Mr. E. W. Garrison.)  
*Washington*.—The Vera Co.  
*Wilcox*.—Smith Bros. Co. (C. D. Gleason.)  
*Wilkes-Barre*.—MacWilliam's. (Miss Loretta Dettes.)  
 —Fowler, Dick & Walker. (Thomas F. Heferman.)  
*Williamsport*.—Bush & Bull Co. (J. T. O'Brien.)

## RHODE ISLAND

*Newport*.—The King McLeod Co. (J. H. Barrett.)  
 —Wm. Leys D. G. Co.  
*Providence*.—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)  
 —J. Samuels & Bro., "The Outlet." (Mr. Sullivan.)  
 —The Shepard Co. (Mrs. L. Brinkerhoff.)  
*Woonsocket*.—The Harris & Mowry Co. (Mr. Hanson.)

## TENNESSEE

*Chattanooga*.—Miller Bros. Co. (I. C. Seiving.)  
*Knoxville*.—Anderson, Dulin-Varnell Co. (Lyle Brunner.)  
 —Doll & Co. (Miss Fanz.)  
 —Cadwell Edington Dept. Store. (E. F. Cadwell.)  
 —The M. M. Newcomer Company. (H. E. Eisenberg.)  
*Memphis*.—J. Goldsmith & Sons Co. (David S. Levey.)  
*Nashville*.—Lebeck Bros. (Mr. Powrie.)

## TEXAS

*Austin*.—E. M. Scarborough & Son. (S. H. Sherman.)  
*Dallas*.—Sanger Brothers. (Miss B. Praeger.)  
*Fort Worth*.—The Fair. (Mr. Hall.)  
*Galveston*.—Mistrol & Alove.  
*Houston*.—W. C. Munn Co., Inc. (J. H. Hill.)  
*San Antonio*.—Wolff & Marx Co. (A. F. Dugosh.)  
 —Joske Bros. Co. (Miss D. Schmieding.)

## UTAH

*Salt Lake City*.—Walker Bros. D. G. Co.  
 —Keith-O'Brien Co. (F. J. Foulger.)

## VERMONT

*Burlington*.—Combination Cash Store Co. (A. W. Gorton.)  
*Montpelier*.—The McCuen Store. (Mrs. Pol-lard.)  
*Orleans*.—The Whipple-French Co.

## VIRGINIA

*Newport News*.—Meyer Bros., Inc.  
 —C. S. & J. W. Robinson. (Miss M. T. Blant.)  
*Norfolk*.—Miller, Rhoades & Swartz, Inc. (Wm. Schneer.)  
 —Watt, Rettew & Clay, Inc.  
*Richmond*.—Miller & Rhoades, Inc. (Miss Luella Duzan.)  
 —The Cohen Co., Inc. (L. E. Sycle.)

## WASHINGTON

*Everett*.—The Grand Leader Dry Goods Co. (B. Hodstadter.)  
*Spokane*.—Kemp & Hebert. (Miss Dyer.)  
 —Spokane Dept. Co. (C. D. Gillette.)  
*Seattle*.—The Bon Marché. (W. M. Thorn.)  
*Tacoma*.—Rhodes Bros., Inc. (F. J. LePenske.)  
*Walla Walla*.—Hanger & Thompson. (Mr. Hanger.)

## WEST VIRGINIA

*Fairmont*.—J. M. Hartely & Son. (Mr. Round.)  
*Parkersburg*.—W. I. Boreman & Co. (Miss L. Kessel.)  
*Wheeling*.—Stone & Thomas. (Mr. Round.)  
*Huntington*.—Deardorff-Sisler Co. (Miss Inez Jordan.)  
 —Anderson Newcomb Co. (Mr. Ryan.)

## WISCONSIN

*Appleton*.—The Pettibone Peabody Co. (Mr. H. S. Past.)  
*La Crosse*.—Wm. Doerflinger Co. (Mr. Fielder.)  
*Marinette*.—Lauerman Bros. Co. (Louis Peter.)  
*Oshkosh*.—The Henderson-Hoyt Co. (Miss Dora Nelson.)  
*Sheboygan*.—H. C. Prange Co. (Mr. Emil Barth.)  
*Superior*.—Lightbody, Wingate Co. (Mr. Wm. S. Wingate.)  
 —Roth Bros. Co. (Miss Margaret Collins.)  
*Watertown*.—Schempf Bros. Co. (Miss Link.)

## WYOMING

*Sheridan*.—Stevens, Fryberger & Co. (Mr. Stevens.)



# The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Ti. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

## Alden, Percy, and others

Labour and industry; a series of lectures. 7+293 p. charts O (Pub. of the Univ. of Manchester) N. Y., Longmans, Green \$5 n.

Lectures which were delivered in the Department of Industrial Administration in the College of Technology, Manchester, during 1919-20.

## Anderson, Nephi

The boys of Springtown; with special reference to William Wallace Jones and Ned Fisher; drawings by C. E. Tillotson. 160 p. front. il. D c. '20 Independence, Mo., Zion's Pr. and Pub. Co. \$1

## Bentley, E. L., comp.

Bentley's oil code; improved by the addition of groups of figures alongside the cipher words consecutively; being a supplement to Bentley's complete phrase code improved; nearly 1000 combinations; with at least 2 letters difference between each half-code word; [American ed.] 126 p. pls. (forms) Q c. '20 N. Y., Allied Code Co. of the U. S., 233 B'way \$30 n.

## Berdan, John Milton

Early Tudor poetry, 1485-1547. 19+564 p. front. (por.) O (Studies in Tudor literature) [c. '20] N. Y., Macmillan \$4.50 n.

Partial contents: The background to the literature; The scholastic tradition; Humanism; The influence of contemporary literature. The author is assistant professor of English, Yale University.

## Alexander, C. P., and McAtee, W. L.

Diptera of the superfamily tipuloidea, found in the District of Columbia. various paging (3 p. bibl.) pls. O (No. 234—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

## American (The) Red Cross. Southern Division, comp.

Social laws and agencies of North Carolina; a handbook of information; compiled by The American Red Cross, Southern division, in co-operation with the State departments and the State University of North Carolina. no paging O Atlanta, Ga., The American Red Cross, Southern Div. pap.

## Bamford, Edwin F.

Social aspects of the fishing industry at Los Angeles harbor. 15 p. tabs. O (Studies in sociology; Sociological monograph no. 18, v. 5, no. 2) Los Angeles, Cal., University of California pap. 20 c.

## Bishop, Mildred C., and Robinson, Edward K.

Practical map exercises in medieval and modern European history. 32 p. maps (tracing tissue in pocket) Q [c. '20] Bost., Ginn & Co. pap. 56 c. n.

## Bolton, Reginald Pelham

New York City in Indian possession. various paging il. facsms. pls. fold. col. map S (Indian notes and monographs, v. 11, no. 7; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

## Bowley, Arthur Lyon

Elements of statistics. 4th ed. [with new material.] 474 p. tabs. (part fold.) charts (part fold.) diags. (part fold.) O N. Y., Scribner \$8 n.

## Boyd, Jackson

The human situation in nature. 278 p. front. (por.) O c. Chic., Charles H. Kerr & Co., 341 E. Ohio St. \$2 n.

Partial contents: Agnosticism; The arguments for the supernatural; Proof of the supernatural from analogy; The proof of the supernatural from religious experience; Argument against idealism; A solution of the riddle of the Universe.

## Bradley, Mrs. Mary Hastings

The innocent adventures. 244 p. D c. N. Y., Appleton \$1.75 n.

The adventures of an Italian girl who arrives in New York from her native land in search of a rich husband.

## Barbour, Thomas, and Noble, G. K.

Amphibians and reptiles from Southern Peru collected by the Peruvian expedition of 1914-1915 under the auspices of the Yale University and the National Geographic Society. various paging O (No. 233—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

## Berry, S. Stillman

Preliminary diagnoses of new cephalopods from the Western Atlantic. various paging pl. O (No. 233—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

## Boying, Adam G., and Champlain, A. B.

Larvae of North American beetles of the family cleridae, various paging, il. pls. O (No. 232—from the proceedings of the U. S. Nat. Museum, v. 57) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.



**Bridges, Victor**

The lady from Long Acre. 437 p. D (Burt's copyright fiction) [c. '19] N. Y., A. L. Burt, 114-120 E. 23rd St. \$1

**Briggs, Fletcher**

In Amerika; a German reader, American history, legends and anecdotes. 6+172 p. front. D [c. '20] N. Y., Henry Holt & Co., 19 W. 44th St. \$1 n.

**Brown, Robert Neal Rudmose**

The principles of economic geography. 15+208 p. (1½ p. bibl.) O (Pitman's economic library) N. Y., Pitman \$4 n.

Partial contents: Live stock and animal products; Race transference and colonization; The origin and growth of towns; Land routes—Europe—Asia—Africa—Australia—North and South America, [3 chapters].

**Buckrose, J. E. [Mrs. Annie Edith Foster Jameson]**

The girl in fancy dress. 272 p. D [c. '21] N. Y., Doran \$1.90 n.

A romance of a mistaken costume, in which a money-grabbing family mistake an heiress they wish their son to marry for an unwelcome country cousin.

**Burns, William J., and Ostrander, Isabel Egerton [Robert Orr Chipperfield, Douglas Grant, pseud.]**

The crevice; il. by Will Greffe. 315 p. front. pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap \$1

**Brandegge, Townshend Stith**

Plantae Mexicanae purpusianae, X. various paging O (Univ. of Cal. pub. in botany, v. 7, no. 10, Dec. 29, 1920) Berkeley, Cal., Univ. of California Press pap. 10 c.

**Bureau of Railway Economics**

Comparative railway statistics; United States and foreign countries, 1916; with later statistics where available. 66 p. tabs. O (Consecutive no. 170, miscellaneous ser. no. 35, 1920) Wash., D. C., Bu. of Railway Economics pap.

**California. Dept. of Agriculture**

Horticultural statutes of the state of California; corrected to Nov. 1, 1919. 174 p. fold. map T Sacramento, Cal., State of Cal., Dept. of Agriculture pap.

**California. Secretary of State**

Election officers' digest; prepared by the Secretary of State [Frank C. Jordan], and the Attorney General [U. S. Webb]. 34 p. O Sacramento, Cal., Secretary of State pap.

**Cambridge Public Library**

List of books in the Cambridge Public Library, on Ireland and the Irish people, 1920. [A bibliography] 14 p. O Cambridge, Mass., Cambridge Public Library pap.

**Carlisle, A., comp.**

Election laws of the state of California; including the enactments of the 1919 Legislature, 1920. 34+383 p. fold. forms S '20 c. '19 San Francisco, Cal., A. Carlisle & Co., 251 Bush St. pap.

**Cincinnati Better Housing League**

Houses or homes; 1st report of [the league], June, 1919. 32 p. front. pls. il. O Cin., Cincinnati Better Housing League pap. gratis

**City Club Committee on Public Service**

Flexible fares; service at cost as applied to the

**Cadzow, Donald A.**

Native copper objects of the Copper Eskimo. 22 p. pls. il. S (Indian notes and monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation, B'way and 155th St. pap. apply

**Carpenter, Rhys**

The land beyond Mexico. 181 p. front. pls. O (Travel and adventure) [c. '20] Bost., Badger \$2.50 n.

The record of a mule-back journey of nearly 1000 miles taken by an American archaeologist thru Central America.

**Currie, Jessie Monteath**

The hill of good-bye; the story of a solitary white woman's life in Central Africa; il. by the author. 249 p. pls. O N. Y., Dutton \$4 n.

**Cushing, Frank Hamilton**

Zuñi breadstuff. 673 p. front. pls. il. plan S (Indian notes and monographs, v. 8; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation apply

**Dana, John Cotton**

A library primer. [New ed.] 12+263 p. (16 p. bibl.) tabs. diagrs. il. forms facsms. plans [c. '20] Bost., Library Bureau, 43 Federal St. \$3 n.

New York transit lines; with comment on Governor Miller's program. 46 p. D N. Y., The City Club of New York. 55 W. 44th St. pap.

**Coy, Owen Cockran**

Guide to the county archives of California. 622 p. O Sacramento, Cal., California Hist. Survey Commission apply

**Creel, George**

Police Commissioner Richard E. Enright replies to his critics; No "crime wave" in New York City; [reprinted from the New York Times, Jan. 23, 1921] no paging nar. S N. Y., Bureau of Printing, Police Department, New York City pap. gratis

**Cushman, Joseph Augustine**

The foraminifera of the Atlantic Ocean; pt. 2, Lituolidae. 89 p. tabs. pls. O (Smithsonian Inst., U. S. Museum, bull. 104) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Cushman, Robert Asa**

The North American ichneumon-flies of the tribe ephialtini. various paging il. O (No. 2340—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

The North American ichneumon-flies of the tribes lycorini, polysphinctini, and theroniini. various paging il. pls. O (No. 2326—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

North American ichneumon-flies, new and described; with taxonomic and nomenclatorial notes. various paging O (No. 2334—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Duckett, Eleanor Shipley**

Hellenistic influence on the Aeneid, 68 (p. 1½ bibl.) O (Smith College classical studies, no. 1) Northampton, Mass., Smith College, Depts. of Greek and Latin pap. 50 c.



**Deming, Norma Helen, and Bemis, Katherine Isabel, comps.**

Pieces for every day the schools celebrate. 349 p. D [c. '21] N. Y., Lloyd Adams Noble \$2

Prose and poetical selections for classroom work in the upper grammar grades, gleaned from the writings of the foremost American writers.

**Dresbach, Glenn Ward**

Morning, noon and night. [verse] 104 p. D c. '20. Bost., Four Seas Co. bds. \$1.50

Many of these poems have appeared in *Contemporary Verse*, *The Bookman*, *Munsey's*, *The Forum* and other magazines.

**Dubnow, Semen Markovich**

History of the Jews in Russia and Poland; from the earliest times until the present day; tr. from the Russian by I. Friedlaender; v. 3; From the accession of Nicholas II. until the present day. 411 p. (30½ p. bibl.) D c. '20 Phil., The Jewish Pub. Society of America, 1201 N. Broad St. \$2.50

The present volume concludes this work, with an index and bibliography covering the entire set of 3 volumes.

**Duncan, Carson Samuel**

Marketing; its problems and methods. 15+ 500 p. facsms. O c. '20 N. Y., Appleton \$3.50 n.

Partial contents: Raw materials and foodstuffs; Trade organization; The middleman; Organized exchanges; Manufactured products; Merchandising costs and prices; Merchandising and social control; Index.

**Duncan, Norman**

Billy Topsail, M.D.; a tale of adventure with Doctor Luke of the Labrador. 315 p. front. pls. D (Every boy's library—Boy scout ed.) [c. '16] N. Y., Grosset & Dunlap \$1

**Du Pont, Bessie Gardner**

E. I. Du Pont de Nemours and company; a history, 1802-1902. 196 p. front. pls. por. facsms. O c. Bost., Houghton Mifflin \$3 n.

A record of the American business of the Du Pont de Nemours and Company, which throws many sidelights of the early history of the development of American industries.

**Elbourne, Edward T.**

Factory administration and cost accounts; a reference book of the principles and practice of industrial administration and costing

**Enright, Richard E.**

Address by Police Commissioner Richard E. Enright to the King's County Grand Jurors Assn., Jan. 14, 1921. 16 p. O N. Y., Bureau of Printing, Police Dept. City of N. Y. pap. gratis

**Fowler, Henry W., and Bean, Barton A.**

A small collection of fishes from Soochow, China; with descriptions of two new species. various paging O (No. 2338—from proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Fry, Robert J.**

The salvation of Jemmy Slang; a comedy in two acts. 16 p. O [c. '20] Spokane, Wash. [Author], Lewis & Clark High School pap. 50 c.

**Girault, A. A.**

New serphidoid, cynipoid, and chalcidoid hymen-

optera. various paging O (No. 2332—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Feehan, Mary Edward [Clementia, pseud.] Sister**

Bird-a-lea; il. by James A. Waddell. 357 p. front. pls. D [c. '20] Chic., Extension Press \$1.50 n.

A story for girls.

**Fernald, Mabel Ruth, and others**

A study of women delinquents in New York State. 700 p. il. charts O N. Y., Century \$5 n.

**Flanner, Hildegard**

Mansions; a play in one act; an original play first produced at Indianapolis, by the Little Theatre Society of Indiana, under the direction of George Sommes. 38 p. D (Stewart & Kidd modern plays) [c. '20] Cin., Stewart & Kidd pap. 50 c. n.

**Fletcher, Joseph Smith**

The middle temple murder. 319 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Follett, Mary Parker**

The new state; group organization the solution of popular government; with introd. by Lord Haldane. [New ed.] 29+373 p. O '20 c. '18-'20 N. Y., Longmans, Green \$3.50

**Ford, Sewell**

Meet 'em with Shorty McCabe. 303 p. D [c. '20] N. Y., Clode \$1.90 n.

**Fraser, William Alexander**

The three sapphires; il. by Arthur Heming. 321 p. front. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Gallichan, Walter M.**

A textbook of sex education for parents and teachers. 204 p. D [c. '21] Bost., Small, Maynard \$2 n.

Partial contents: Instruction of young children; The psychopathology of sex; Woman's part in sex education.

**Hall, Jeanette C., and Cunningham, William H.**

Shorthand dictation exercises. 200 p. O [c. '20] Bost., Ginn & Co. pap. (pad) 84 c. n.

**Guaranty Trust Company of New York**

Bank and public holidays throughout the world, 1921. 160 p. tabs. D [c. '20] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

**Guthrie, William Dameron**

The covenant of the League of Nations as embodied in the Versailles Treaty of Peace with Germany, dated June 28, 1919; a review. 82 p. O N. Y., [Author] 28 Park Ave. pap.

**Haubold, Herman Arthur**

The principles and practice of surgery; with 1044 il. 32+2482 p. O [c. '21] N. Y., Appleton \$16 n. [subs. only]



**Hand, Thomas E., and Cockerham, K. L.**

The sweet potato; a handbook for the practical grower. 9+261 p. front. il. diagrs. pls. tabs. D (Rural science ser.) c. N. Y., Macmillan \$3 n.

Information for the farmer as to the growing, care, marketing and recipes for the manufacture of products and the domestic cooking of the sweet potato.

**Harrington, M. Raymond**

An archaic Iowa tomahawk. various paging pl. S (Indian notes and monographs, v. 10, no. 6; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A bird-quill belt of the Sauk and Fox Indians. various paging pl. S (Indian notes and monographs, v. 10; no. 5; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A sacred warclub of the Oto. various paging pl. S (Indian notes and monographs, v. 10, no. 2; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Old Sauk and Fox beaded garters. various paging pl. S (Indian notes and monographs, v. 10, no. 4; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Apply to the Museum for prices of the above.

**Haviland, Mary S.**

Character training in childhood. 296 p. front. pls. D [c. '21] Bost., Small, Maynard \$2 n.

Partial contents: The physical basis of character; Growth through play; The child and his vocation; The religious education of the child. Author is Research secretary of the National Child Welfare Assn.

**Hawkes, C. J.**

Some experiments in connexion with the injection and combustion of fuel-oil in Diesel engines; a paper read before the North East Coast Institution of Engineers and Shipbuilders, on the 26th November, 1920, and reprinted by order of the Council 58 p. charts diagrs. il. tabs. plans O '21 N. Y., G. E. Stechert & Co. pap. \$1

**Hawkes, Herbert Edwin, and others**

Plane geometry. 303 p. diagrs. D [c. '20] Bost., Ginn & Co., 15 Ashburton Pl. \$1.32 n.

**Hind, Charles Lewis**

Art and I. 352 p. D [c. '21] N. Y., J. Lane bds. \$2.50 n.

Partial contents: The charm of bad pictures; Practical art; A tomorrow picture; Cézanne; Van Gogh; The art of yesterday.

Authors and I. 9+336 p. D [c. '21] N. Y., J. Lane \$2.50 n.

**Hicks, W. B., and Nourse, M. R.**

Potash in 1919. various paging (4/4 p. bibl.) O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Intimate sketches of American and English writers, whom the author knew while editor of *The Academy*, a London magazine.

**Hodge, Frederick Webb**

Hawikuh bonework. 151 p. il. pls. S (Indian notes and monographs, v. 3, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

The age of the Zuni pueblo of Kechipauan. various paging pls. map S (Indian notes and monographs, v. 3, no. 2; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

**Hodges, Frank**

Nationalisation of the mines. 179 p. D (New library of social science) N. Y., T. Seltzer bds. \$1.75 n.

**Hotchkiss, Chauncey Crafts**

The ivory ball; il. by R. L. Rivera. 303 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

**Hotchkiss, George B., and Franken, Richard B.**

The attention value of advertisements in a leading periodical; an experiment in measuring the relative attention secured by the various advertisements printed in the *Saturday Evening Post* of Nov. 8, 1919; a report prepared under the auspices of the N. Y. University Bureau of Business Research, Lewis H. Haney, Director. 32 p. tabs. chart Q [c. '20] N. Y., L. H. Haney, 90 Trinity Place pap. 50 c.

**Hudson, Henry, 2nd**

Spendthrift town. 402 p. D [c. '20] Bost., Houghton Mifflin \$2.25 n.

**Hunton, Addie W., and Johnson, Kathryn M.**

Two colored women with the American Expeditionary Forces. 258 p. front. pls. D [c. '20] Brooklyn, N. Y., Kathryn M. Johnson, P. O. Box 387 \$2.50 n.

A record of service with the Y. M. C. A. in France.

**Hurd, Archibald**

A merchant fleet at war. 139 p. pls. (part col.) maps D N. Y., Cunard Steam Ship Co., 24 State St. \$3 n.

**Independent (The) Labour Party Information Committee, comp.**

Trade unions in Soviet Russia; a collection of Russian trade union documents compiled by the I. L. P. Information Committee and the International section of the Labour research department. 91 p. tabs. O N. Y., The Rand School of Social Science pap. 50 c.

**Hill, Hames Madison**

Arsenic, bismuth, selenium, and tellurium in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.



**Johnston, William Andrew**

The apartment next door; il. by Arthur William Brown. 301 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Kaye, George William Clarkson, and Laby, Thomas Howell**

Tables of physical and chemical constants and some mathematical functions. 4th ed. 161 p. O N. Y., Longmans, Green \$4 n.

**Keegan, John**

A new German grammar. 10+285 p. D N. Y., Pitman \$2.30

A language book, written in German-English.

**Kenyon, Camilla E. L.**

Spanish doubloons. 311 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt \$1

**Kerr, Sophie [Mrs. Sophie Kerr Underwood]**

The see-saw. 360 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt \$1

**Knight, Edward Frederick**

Small-boat sailing; an explanation of the management of small yachts of various rigs; sailing on sea and on river, cruising, etc.; with drawings by H. Warington Smyth. 11+305 p. D N. Y., Dutton \$3 n.

Partial contents: The selection of a boat; The effect of wind on a boat; Splices, knots, and tackles; Seamanship; The art of coasting.

**Kuhrt, John White**

A counting-house dictionary; containing an explanation of the technical terms used by merchants and bankers in the money market and on the stock exchange. New ed. 340 p. tabs. D N. Y., Dutton \$2.50 n.

**Lawson, Albert Gallatin**

The religion of Jesus. 86 p. D [c. '20] Phil., The Judson Press bds. 75 c. n.

**Insley, Herbert**

Lithium minerals in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**International Conciliation**

The communist party in Russia and its relations to the third international and to the Russian Soviets; pt. 1. 53 p. D (No. 158) N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.

**Jenkins, Frederick Warren, comp.**

American foundations [for social welfare; a selected bibliography]; rev. ed. 11 p. O (Bull. no. 44, Dec. 1920) N. Y., The Russell Sage Foundation Library, 130 E. 22nd St. pap. 20 c.

**Jersey City Free Public Library, comp.**

The adoption of the Constitution of the United States. no paging (2 p. bibl.) O Jersey City, N. J., Free Public Library pap.

The Pilgrims; a historical souvenir of the tercentenary celebration. 18 p. O Jersey City, N. J., Free Public Library pap.

The Pilgrims; a selected list of books in the Free Public Library of Jersey City, N. J. 11 p. O Jersey City, N. J., Free Public Library pap.

Theodore Roosevelt; a brief outline of his life. 3 p. (2 p. bibl.) O '20 Jersey City, N. J., Free Public Library pap.

**Jordan, Eric Knight**

Notes on a collection of shells from Trinidad,

Papers which were presented on various occasions before Theological Seminaries and Ministers' Conferences.

**Leach, Bertha Lunt**

Happy hill; il. by Sidney W. Woodward. 64 p. front. S c. '20 Bost., Four Seas Co., 188 Dartmouth St. bds. \$1.25

A story of the supernatural.

**Leverage, Henry**

The white cipher. 272 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Lockitt, Charles Henry**

The relations of French and English society; 1763-1793; thesis approved by the University of London for the degree of M.A., 1911. 10+135 p. (7 p. bibl.) O N. Y., Longmans, Green \$2.50 n.

Partial contents: The revolution in manners; The revolution in tastes; Sentimentalism; List of English visitors of note to France, 1763-1778; Frenchmen in England.

**Lusum, R.**

Spanish-English and English-Spanish commercial dictionary. 122 p. D N. Y., Dutton \$1.50 n.

Contains over 6600 commercial terms and over 360 abbreviations, to which have been added tables of money, weights and measures, and the thermometers.

**McCulley, Johnston**

The masked woman; front. by Paul Stahr. 8+312 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

**McIntyre, John Thomas**

Ashton-Kirk, investigator. 336 p. D (Burt's copyright fiction) [c. '10] N. Y., Burt \$1

**McKinney, Alexander Harris**

Guiding girls to Christian womanhood. 215 p. D c. '20 N. Y. and Chic., Revell \$1.50 n.

California. various paging pl. O (No. 2325—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Kimball, Theodora, ed.**

Municipal accomplishment in city planning; and published city plan reports in the United States; from information assembled largely by the Detroit City Plan Commission. 79 p. O Bost., National Conference on City Planning, 60 State St. pap.

**Lawson, Andrew Cowper**

The mobility of the coast ranges of California; an exploitation of the elastic rebound theory. various paging diagrs. tabs. O (Bull. of the Dept. of Geology, v. 12, no. 7, Jan. 11, 1921) Berkeley, Cal., Univ. of California pap. 60 c.

**Lear, John E.**

The construction of rural telephone lines. 19 p. diagrs. plans O (Country home comforts and conveniences ser. no. 1, pt. 4) Chapel Hill, N. C., Univ. of North Carolina pap.

**Mahoney, John Joseph**

Training teachers for Americanization; a course of study for normal schools and teachers' institutes; with a chapter on industrial classes by Frances K. Wetmore and on home and neighborhood classes by Helen Winkler and Elsa Elsborg. 62 p. (9 p. bibl.) O (Dept. of the Interior, Bu. of Educ., bull., 1020, no. 12) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.



**Mattern, Johannes**

The employment of the plebiscite in the determination of sovereignty. 9+214 p. (3½ p. bibl.) O (Studies in hist. and political science, ser. 38, no. 3) Balt., Johns Hopkins Press pap. \$1.50

The author is assistant librarian, The Johns Hopkins University.

**Maynard, Theodore**

The last knight; and other poems. 8+139 p. D [c. '20] N. Y., Stokes \$1.60 n.

Poems which were first published in English and American magazines.

**Miles, Dudley**

English in business. 449 p. O c. '20 N. Y., Ronald Press \$2 n.

**Mitchell, William**

Our air force; the keystone of National defense. 26+223 p. front. pls. maps (endpapers) O [c. '21] N. Y., Dutton \$5 n.

Partial contents: Development of aviation in the world war; Branches of aviation and their use in war; How we should handle our aeronautical development; What the U. S. should do now to establish its aeronautical position. Author is Brigadier General, U. S. Air Service.

**Moffett, Cleveland Langston**

Through the wall; with il. by H. Heyer 408 p. front. D (Popular copyrights) [c. '09] N. Y., Grosset & Dunlap \$1

**Moore, Leslie**

The greenway. 304 p. D N. Y., P. J. Kennedy \$2.25 n.

A romance of rural life in England.

**Morris, Gouverneur**

His daughter. 326 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt \$1

**Moulton, Harold Glenn**

The financial organization of society. 23+789 p. tabs. chart facsms. D [c. '21] Chic., Univ. of Chicago Press \$4 n.

Partial contents: The nature and functions of a pecuniary unit; The standard of deferred payments; The regulation of metallic currency; The foreign exchanges; The stock exchange and capital raising; Raising capital for agriculture.

**Mulder, Arnold****Marshall, William B.**

New fresh-water shells from Guatemala. various paging pl. O (No. 2336—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**May, Henry G.**

Observations on the nematode genus nematodirus; with descriptions of new species. various paging pls. O (No. 2350, U. S. National Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Miser, Hugh D.**

Preliminary report on the deposits of manganese ore in the Batesville District, Arkansas. various paging fold. map tabs. O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-G) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Mortensen, T.**

Studies in the development of crinoids. 04 p. il. pls. O (Papers from the Dept. of Marine Biology, v. 16, no. 204) Wash., D. C., Carnegie Institution of Washington pap. \$6

**Muesebeck, C. F. W.**

A revision of the North American species of

The sand doctor. 317 p. D c. Bost., Houghton Mifflin \$2 n.

The story of the family life of a young girl who would rather be termed a "good sport" than to be the "perfect lady," which is the ideal of her grandmother. The scene is laid in the sand-dune country of the Great Lakes.

**Omrikon, pseud.**

Letters from Paulos, a leader in wisdom, to his pupils in Korinthos; rendered into modern English out of the symbolism of the Ancient Greek. 12+276 p. front. pls. O N. Y., Dutton \$3 n.

**Oppenheim, Edward Phillips**

The curious quest. 308 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt \$1

**Orchard, William C.**

Sandals and other fabrics from Kentucky caves. 20 p. il. pls. S (Indian notes and monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

**Ottley, Richard Rusden**

A handbook to the Septuagint. 15+296 p. D N. Y., Dutton \$3 n.

This work deals largely with the names, facts and dates of the oldest translation of the Hebrew Scriptures.

**Overstreet, Harry Allen**

Hearts to mend; a fantasy in one act; was produced by the Fireside Players, White Plains, N. Y., in April, 1919. 28 p. D (Stewart & Kidd modern plays) [c. '20] Cin., Stewart & Kidd pap. 50 c. n.

**Pedler, Margaret**

The splendid folly. 8+288 p. D [c. '21] N. Y., Doran \$1.90 n.

A romance in which the question is asked "Can there be a happy marriage without perfect frankness?"

**Pepper, George Hubbard**

A stone effigy pipe from Kentucky. 20 p. il. pls. S (Indian notes and monographs, v. 10, no. 1; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

ichneumon-flies belonging to the genus apanteles. various paging O (No. 2349—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Mullins, V. R.**

The school as the center of community life; the story of the work of the Summitville school, Summitville, Indiana. 30 p. front. pls. O Indianapolis, Ind., L. N. Hines, State Supt. of Public Instruction pap.

**New Jersey. Board of Pharmacy**

Schedule of antidotes for poisons; issued by authority of the Pharmacy law of the state of New Jersey, 1920. 10 p. O Trenton, N. J., The Bd. of Pharmacy of the State of New Jersey pap. gratis

**New York. The Industrial Commission**

New York State Industrial code, 1920. 248 p. tabs. fold. plans O Albany, N. Y., New York State Bu. of Statistics and Information pap.

**Pan American (The) Union**

Foreign commerce of Paraguay for 1918. 7 p. tabs. O '20 Wash., D. C., The Pan American Union pap. gratis



**Phillips, Ethel Calvert**

Little friend Lydia; with il. by Edith F. Butler. 4+181 p. col. front. il. col. pls. D c. '20 Bost., Houghton Mifflin \$1.75 n.

**Pierce, Anna Eloise, comp.**

Catalog of literature for advisers of young women and girls; an annotated list of about 2000 titles of the most representative and useful books and periodical articles for the use of Deans and advisers of women and girls. 85 p. O '21 N. Y., H. W. Wilson Co., 960 University Ave. pap. \$1

The compiler is Dean of women, N. Y. State College for teachers, Albany, N. Y.

**Pountney, W. J.**

Old Bristol potteries; being an account of the old potters and potteries of Bristol and Brislington, between 1650 and 1850; with some pages on the old Chapel of St. Anne, Brislington; with forewords by R. L. Hobson and Bernard Rackham. 33+369 p. O N. Y., Dutton \$20 n.

**Punshon, E. R.**

The solitary house. 301 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt \$1

**Reeve, Arthur Benjamin**

Constance Dunlap. 342 p. front. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap \$1

Guy Garrick; an adventure with a scientific gunman. 326 p. front. D (Popular copyrights) [c. '14] N. Y., Grosset & Dunlap \$1

The ear in the wall; front. by Will Foster. 6+341 p. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap \$1

The gold of the gods; the mystery of the Incas solved by Craig Kennedy—scientific detective; front. by Will Foster. 6+291 p. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap \$1

**Rathbun, Mary Jane**

Additions to West Indian tertiary decapod crustaceans, various paging pls. O (No. 2343—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Rodhouse, Thomas Jacob**

Study relating to the water resources of Missouri. 57 p. front. pls. tabs. maps (part fold.) O (Univ. of Missouri bull. v. 21, no. 35, Engineering experiment station ser. 22) Columbia, Mo., Univ. of Missouri pap.

**Sasaki, Madoka**

Report of cephalopods collected during 1906 by the U. S. Bu. of Fisheries steamer "Albatross," in the northwestern Pacific, various paging pls. O (No. 2310—from the proceedings of the U. S. Nat. Museum, v. 57) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Schaller, Waldemar Theodore**

Thorium, zirconium and rare-earth minerals in 1919; [with bibliographies.] 32 p. tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Seashore, Carl Emil**

A survey of musical talent in the public schools. 36 p. tabs. chart diags. O (Studies in child welfare, 1st ser. no. 37; v. 1, no. 2) Iowa City, Ia., Univ. of Iowa pap. 25 c.

**Reeve, Arthur Benjamin, and Grey, John W.**

The mystery mind; il. with photographic reproductions taken from the serial of the same name; novelization by Marc Edmund Jones. 356 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

**Ruck, Berta [Mrs. Oliver Onions]**

The disturbing charm. 343 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt \$1

**Sayville, Marshall Howard**

The earliest notices concerning the conquest of Mexico by Cortés in 1519. 54 p. S (Indian notes & monographs, v. 9, no. 1; a ser. of pub. relating to the American Aborigenes) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

The goldsmith's art in ancient Mexico. 264 p. col. front. il. col. pls. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigenes) N. Y., Museum of the Am. Indian, Heye Foundation. apply

**Scott, William Wiley**

The downfall of humanity; a drama in 3 acts. 50 p. D (American drama ser.) [c. '20] Bost., Badger \$1.75 n.

**Singmaster, Elsie [Mrs. Harold Lewars]**

Ellen Levis; a novel. 4+284 p. D c. Bost., Houghton Mifflin \$2 n.

The story of a girl who rebelled against the narrow traditions of the little religious community in Pennsylvania, and from which she escaped and found happiness and love.

**Skeele, Amos**

The salt of the earth and other sermons; ed., with a sketch of his life by Francis Le-seure Palmer. 223 p. front. (por.) D c. Milwaukee, Wis., Morehouse Pub. House \$2

Sermons by the late rector of Epiphany Church, Rochester, N. Y.

**Shannon, Earl V.**

Boulangerite bismutoplagonite, naumannite and a silver-bearing variety of jamesonite, various paging tabs. O (No. 2351—proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Recent accessions to the Division of Applied Geology, various paging O (No. 2339—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Some minerals from the old tungsten mine at Long Hill in Trumbull, Connecticut, various paging tabs. O (No. 2348—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Notes on anglesite, anthophyllite, calcite, datolite, sillimanite, stilpnomelane, tetrahedrite, and triplite, various paging diags. tabs. O (No. 2345—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Shaw, Eugene Wesley, and Ports, P. L.**

Natural-gas resources available to Dallas and other cities of central north Texas. 89 p. tabs. charts fold. maps O (Dept. of the Interior, U. S. Geol. Survey, bull. 716-D) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.



**Skinner, Alanson Buck**

An antique tobacco-pouch of the Iroquois. various paging pls. S (Indian notes & monographs, v. 11, no. 6; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An Illinois quilled necklace. various paging il. S (Indian notes & monographs, v. 10, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An image and an amulet of nephrite from Costa Rica. various paging pls. S (Indian notes & monographs, v. 6, no. 4; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An Iroquois antler figurine. various paging pl. S (Indian notes & monographs, v. 11, no. 5; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A native copper celt from Ontario. 6 p. pl. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Notes on the Bribrí of Costa Rica. 106 p. il. pls. S (Indian notes & monographs, v. 6, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Two antler spoons from Ontario. 6 p. pl. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Two Lenape stone masks from Pennsylvania and New Jersey. 7 p. pls. S (Indian notes & monographs; a ser. of pub. relating

to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.  
Apply to the Museum for prices of the above.

**Stagg, Clinton Holland**

Silver sandals; il. by Will Foster. 11+305 p. front. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap \$1

**Teall, Gardner**

Bookplates by Sidney L. Smith; with a check-list of the bookplates. 17 p. front. pls. O c. Kansas City, Mo., Alfred Fowler, 17 Bd. of Trade Bldg. pap. \$1

**Thatcher, Oliver Joseph, and McNeal, Edgar Holmes**

Europe in the middle age. 18+547 p. (6 p. bibl.) pls. maps D [c. '20] N. Y., Scribner \$3 n.

**Thayer, Lee [Mrs. H. W. Thayer]**

The mystery of the thirteenth floor. 396 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt \$1

**Uppvall, Axel Johan**

August Strindberg; a psychoanalytic study; with special reference to the Oedipus complex. 95 p. (4¼ p. bibl.) O (Psychological ser.) [c. '20] Bost., Badger \$2.50 n.

The author is a member of the department of romance languages, University of Pennsylvania.

**Waterman, Thomas Talbot, and Coffin Geraldine**

Types of canoes on Puget Sound. 43 p. (3 p. bibl.) pls. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

**Sheets, F. H.**

A hymn of faith; music by Jane Churchill Watt; decorations by Herbert D. Williams. no paging D [c. '20] N. Y. and Cin., Methodist Bk. Concern pap. 25 c. n.

**Stose, George W.**

Strontium in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Sturtevant, A. H.**

The dipterous genus *zygothrica* of Wiedemann. various paging il. O (No. 2330—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Sullivan, Oscar M., comp.**

Compilation of court decisions, Attorney General's opinions, Dept. of Labor advice relative to the Workman's compensation act; from date when act was effective to July, 1920; published under section 243, chapter 467, G. L. 1913; prepared by [compiler] by direction and authorization of John P. Gardiner, Commissioner. (Bull. no. 17) St. Paul, Minn., State of Minnesota, Dept. of Labor and Industries pap.

**Thomas, Oldfield**

Report on the mammalia collected by Mr. Edmund Heller during the Peruvian expedition of 1915 under the auspices of Yale University and the National Geographic Society. various paging pls. O (No. 2333—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Treadwell, Aaron L.**

A new polychaetous annelid of the genus *nereis*

from Brazil. various paging il. O (No. 2347—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Trowbridge, Arthur Carleton**

The erosional history of the driftless area. 127 p. il. pls. charts tabs. diags. O (Studies in natural hist., 1st ser., no. 40; v. 9, no. 3) '21 Iowa City, Ia., Univ. of Iowa pap. \$1

**Tyron, F. G.**

Fuel briquetting in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**U. S. Commissioner of Education**

A survey of education in Hawaii; made under the direction of the Commissioner of Education. 408 p. (25 p. bibl.) tabs. charts pls. O (Dept. of the Interior, Bu. of Educ. bull., 1920, no. 16) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

**U. S. Dept. of Commerce**

Annual report of the Director of Bureau of Foreign and Domestic Commerce to the Secretary of Commerce for the fiscal year ended June 30, 1920. 85 p. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**University of Texas**

The Texas history teachers' bulletin. 50 p. diags. O (Univ. of Texas bull., no. 2064, Nov. 15, 1920, v. 9, no. 1) Austin, Tex., Univ. of Texas pap.

**Van Cleave, H. J.**

Two new genera and species of acanthocephalous worms from Venezuelan fishes. various paging pls. O (No. 2346, U. S. National Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.



**Watson, William**

A text-book of physics; including a collection of examples and questions; 7th ed. rev. by Herbert Moss. 26+976 p. il. diagrs. tabs. charts O N. Y., Longmans, Green \$6 n.

**Wells, Carolyn [Mrs. Hadwin Houghton]**

The man who fell through the earth. 295 p. D (Popular copyrights) [c. '19] N. Y. Grosset & Dunlap \$1

**Westcott, Henry Palmer, comp.**

Pressure extension. 87 p. tabs. nar. F [c. '20] Erie, Pa., Metric Metal Works \$10 n.

Orifice meter differential and static pressure readings for each hour.

**White, Horatio Stevens, ed.**

Memorials of Willard Fiske; collected by his literary executor; v. 2, The traveller. 15+295 p. O [c. '20] Bost., Badger \$3 n.

Partial contents: Letters from Scandinavia; Correspondence of the *Syracuse Star*; Dreams in Germany; Professor Eiske in Iceland. These letters were written between 1852 and 1879.

**Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]**

Everyman's land. 370 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt \$1

**Wilson, Frank Elmer**

What a churchman ought to know. 57 p. T [c. '21] Milwaukee, Wis., Morehouse Pub. Co. pap. 15 c.

What an Episcopalian should know about his church and its sacraments.

**Wister, Jones**

Jones Wister's reminiscences. 13+459 p. il. D c. '20 Phil., Lippincott priv. pr.

**Walker, Bryant**

A new fresh-water mollusk from Indiana. various paging il. O (No. 2321—from the proceedings of the U. S. Nat. Museum, v. 57) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Watkins, Gordon S.**

Labor problems and labor administration in the United States during the world war; pt. 1, Nature and analysis of the problem; pt. 2, The development of war labor administration. various paging (3¼ p. bibl.) O (Univ. of Ill. studies in the social sciences, v. 8, nos. 3 and 4) [c. '20] Urbana, Ill., Univ. of Illinois pap. ea. \$1

**Weaver, John E.**

Root development in the grassland formation: a correlation of the root systems of native vegetation and crop plants. 136 p. tabs. pls. (part fold.) O (Publication no. 292) Wash., D. C., Carnegie Institution of Washington pap. \$4

**Wells, Roger Clark**

Sodium compounds in 1919. 76 p. O (Dept. of the

**Wood, Irving Francis**

The heroes of early Israel. 229 p. (1½ p. bibl.) il. pls. maps D c. '20 N. Y., Macmillan \$2 n.

The author is professor of Biblical literature, Smith College.

**Wood, Leonard**

America's duty; as shown by our history, its facts and fallacies. 252 p. front. (por.) S +c. '21] Chic., Reilly & Lee \$1.25 n.

Partial contents: The struggle for peace; Constructive work in the army; Lessons of the world war; The Australian system of defense; The Swiss system of defense.

**Worcester, Joseph Emerson**

A comprehensive dictionary of the English language, embracing a copious vocabulary of words in common use; with their definitions and pronunciations, together with numerous supplementary useful tables; a new ed., rev. and enl.; prepared upon the basis of the latest ed. of the unabridged dictionary of Joseph Worcester. 692 p. il. O [c. '20] Phil., Lippincott \$1.76 n.; indexed \$2.20 n.

**Younghusband, Sir George John**

The jewel house; an account of the many romances connected with the Royal regalia; together with Sir Gilbert Talbot's account of Colonel Blood's plot here reproduced for the first time. 256 p. col. front. pors. pls. (part col.) facsms. O N. Y., Doran \$5 n.

Beside the story of the crown jewels of England, the author gives the history of the diamonds, rubies and sapphires of priceless value now in the king's crown.

**Youngken, Heber Wilkinson**

Pharmaceutical botany; a text-book for students of pharmacy and science; 3rd ed., rev. and enl.; with 238 il. and glossary of botanical terms. 19+479 p. front. il. D c. '20 Phil., Blakiston \$3.75 n.

Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Westgate, Lewis G.**

Deposits of iron ore near Stanford, Montana. various paging chart O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-F) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

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Willys-Knight 20; operation and care. 35 p. pls. plans il. tabs. O [c. '20] Toledo, O., Willys-Overland, Inc., pap. apply

**Wisconsin State Bd. of Health**

Manual and directory of Wisconsin hotels; including the laws and rules governing sanitation, maintenance, fire protection, water and sewerage, and miscellaneous statutory requirements; ed. of 1920. 66 p. O Madison, Wis., The State Bd. of Health pap. gratis



# The Publishers' Weekly

62 West 45th Street, New York

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Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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## Trade Advertising

Advertising men who present the argument that they will not go into certain big publications, that is, publications carrying several hundred pages of advertising because their page would be lost in it, are either superficial in their observations or else they do not understand the fundamentals of the publishing and advertising business. I cannot imagine a trade paper being of value to its readers without advertising, or with only half a dozen advertising pages. The advertising sections of our better trade papers have become almost as educational to the readers as the reading pages.—M. C. ROBBINS of Printer's Ink.

February 5, 1921.

*The Publishers' Weekly*



## Rare Books, Autographs and Prints

THE Senate Committee has at last taken action and provided for an appropriation of \$400,000 for the long proposed national archives building.

Preparation for the wide observance of the 600th anniversary of the death of Dante, on September 14, 1921, are being made by Catholics in this country.

The original manuscript of Whitman's "After All Not to Create Only," has been sold to W. W. Cohn, a Wall Street banker, by Gabriel Wells, the Fifth Avenue rare book dealer.

The New York Public Library expects to receive in the near future the notable dramatic collection consisting of photographs, clippings, play bills, manuscripts, comprising all the modern notables of the American stage, left to it by the late Robinson Locke, of the *Toledo Blade*.

Part IV. of selections from the purchases and stock of the late George D. Smith, will be sold at the Anderson Galleries, February 23 and 24, by order of his estate. This is a lot of rare books of all kinds and periods to which have been added sixteen paintings of literary and historical interest.

The Frederic Gallatin, jr., collection of books on ornithology, formerly owned by the late Theodore N. Vail, was sold at the Anderson Galleries, February 1 and 2. This collection, numbering 465 lots, including all the great authorities, has had the reputation of being one of the most important collections on the subject ever brought together. The star lot of the sale proved to be John Gould's works in 45 volumes, folio, bound in full Levant, which Gabriel Wells bought for \$3800. The extent of Gould's works, covering the birds of Europe and Asia, with illustrations unequalled for careful drawing, life-like composition, and beautiful coloring, is well known to bird lovers. The set of Audubon's "Birds of America," 4 vols., elephant folio, London, 1827-28, with the "Ornithological Biography," 5 vols., royal 8vo, Edinburgh, 1831-39, and "A Synopsis of the Birds of America," a companion volume, all bound in half pigskin, also went to Mr. Wells for \$2600. The works of Daniel C. Elliot, in thirteen lots, beginning with "A Monograph on the Pittadæ," published in 1861-63, and concluding with "The Wild Fowl of the United States and the British Possessions," 1898, brought \$823. Seldom, if ever, have these three great works been sold in a single sale before. Other important lots and the prices which they brought were the following: An album containing two water colors by Audubon, one of Bell's Vireo and the other of Morton's Finch, with an autograph letter and engraved portrait of the na-

turalist, \$685; Audubon's "Birds of America," 1840-44, rare first octavo edition, \$420; Bewick's "History of British Birds, 2 vols., with supplement, imperial 8vo, 1797-1821, first edition on large paper, \$100; Buffon's "Histoire Naturelle des Oiseaux," 10 vols., 4to, 1770-86, original edition of this famous work, \$195; Catesby's "Natural History of Carolina, Florida and Bahama Islands, containing the figures of Birds, Beasts, Fishes, Serpents," etc., 2 vols., folio, London, 1731-48, very rare first edition, \$115; Dresser's "History of the Birds of Europe," 8 vols., imperial 4to, London, 1871-81, original issue of this standard work bound from parts, \$175; *The Ibis*, a magazine of general ornithology, 45 vols., 8vo, 1859-1907, \$280; Levaillant's "Histoire Naturelle des Parroquets," 2 vols., atlas folio, Paris, 1801-05, the most elaborate and artistic work on the parrot ever published, \$220; Transactions of the Linnean Society, 26 vols., 4to, London, 1791-1865, \$112.50; White's "Natural History of Selborne," 4to, boards, uncut, London, 1789, first edition, \$75; Wilson's "American Ornithology," 9 vols., 4to, Philadelphia, 1808-14, first edition, \$235; and Yarrell's "British Birds and British Fishes," with the supplements, 7 vols., 8vo, London, 1836-60, first edition on large paper, \$52.50. The entire collection realized \$16,842.90.

A collection of original signed drawings, etchings, paintings, manuscripts, photographs, etc., contributed by famous men and women of the world to "Their Book" will be sold by the American Art Association, by order of the Boston and New York Committees of the Fatherless Children of France Society, on February 28. This collection numbers 345 lots, every one of which is of interest, and together making one of the most extraordinary offerings in the annals of American book auctions. It contains not only all the autographs of all of the political and military leaders of the allied cause but contributions from the leading writers and artists as well. It was with the encouragement and co-operation of Mrs. Leland Eggleston Cofer, chairman of the New York Committee, that Mrs. David Johnston, of the Boston Committee, was able to make the collection now offered for sale. The original plan was that each contribution should be mounted on a page of uniform size and that these be placed together in the beautiful leather case made for it by Miss Sears. Many of the contributions, however, were of such size as not to be adaptable for binding or inclusion with others of more uniform dimensions and many were not received in time to carry out the plan before the close of the war. For these and other reasons it was deemed best to break up the collection. The literary contributions include probably the greatest existing collection of autographs of living writers who have had anything to do with directing thought during the war. Many of the contributions were



written especially for this cause and there are unpublished poems, sketches, and messages of the leading present day writers. Some have contributed original manuscripts, like the draft of the "Eton Ode," an unpublished sonnet and sapphics of the English poet-laureate; the original manuscript of "The Peacemakers," by Joyce Kilmer; the last page of John Masefield's "Tragedy of Nan"; and copies of the most famous of war poems by the author's themselves. Of special interest are the autograph poems or other contributions by members of the French Academy. Nearly a hundred original drawings, paintings, and etchings have been given to the collection by some of the world's greatest living artists. Most of the paintings and drawings have an intimate relationship to the Great War. This unique collection, the deserving cause for which it was brought together, and the widespread interest which it is sure to awaken, will make this a sale long to be remembered by all who attend it.

When the review of this season is written its most remarkable feature will be its numerous and important Americana sales. And notwithstanding their number the market continues active and prices are holding up remarkably well. On January 31, various consignments, including one from P. K. Foley, the Boston bookseller, were sold at the American Art Galleries. The sale included much original historical material, rarities of the Colonial period, of the French and Indian War, the Revolution, War of 1812, and California and the early West. The 273 lots, sold during a single session, brought \$18,944. Prices maintained a good average level. The highest price for the sale was paid for a copy of Audubon's "Birds of America," four volumes, London and Edinburgh, 1827-29, which brought \$3000. A few of the more important items and the prices which they brought were the following: Orderly Book, kept at Ticonderoga and Mount Independence, covering the period immediately preceding General Benedict Arnold's battle at Valcour Island, October 11, 1776, small 4to, 130 pp., \$280; Orderly Book originally the property of Col. Ebenezer Thayer and partly in his handwriting, covering a ninety-day enlistment of the Massachusetts Militia at Boston and Dorchester, August to November, 1776, a three-months' enlistment for the Rhode Island campaign, August to November, 1780, and later records of the Militia during Shay's Rebellion, small 4to, in case, \$245; Orderly Book, Cambridge and Boston, February and March, 1776, 52 pp., folio, \$155; Orderly Book kept at headquarters in New York during General Putnam's command and after General Washington's arrival, and the marching of troops to Ticonderoga, in 1776, \$305; Colonel Peter Horry's Orderly Book, headquarters, Charleston, S. C., August 18, 1776, to May 20, 1777, 234 pp., 12mo, in case, \$255; Note Book containing record of occurrences at Newport during the stay of the French Fleet, July 29

to August 29, 1778, oblong small 8vo, 8 pp., \$225; Orderly Book kept at headquarters at Newburgh, N. Y., the greater part in the handwriting of Adjutant General Hand, with three signatures of General Washington, 1782, oblong 12mo, 119 pp., in case, \$620; "Emigrant's Guide to California," St. Louis, 1849, \$520; Eliot's Indian Bible, 2 vols., 4to, 1680-85, second edition, \$420; "The Constitution and Laws of the Choctaw Nation," 1847, \$380; Cotton Mather's "Honey Out of the Rock," Boston, 1715, hitherto undescribed and unknown, \$630; and the first Thanksgiving Proclamation of the United States under the Constitution signed in the autograph of George Washington, in the first year of his presidency, \$420.

F. M. H.

## Auction Calendar

**Monday, Tuesday and Wednesday afternoons, February 14th, 15th and 16th, at 2:30 o'clock.** Selections from several private libraries. (No. 1559; Items 940.) Anderson Galleries, 489 Park Avenue, New York City.

**Wednesday and Thursday afternoons, February 23rd and 24th, at 2:30 o'clock.** Selections from the purchases and stock of the late George D. Smith. (Part 4; No. 1561; Items 672.) Anderson Galleries, 489 Park Avenue, New York City.

**Monday afternoon and evening, February 28th.** The Fatherless Children of France. Original signed drawings, etchings, paintings, manuscripts, photographs, contributed by famous men and women of the world war to "Their Book." (Items 345.) American Art Association, Madison Square South, New York City.

## Catalogs Received

**Autographs, historical and literary manuscripts, letters, documents.** (No. 107; Items 532.) Estate of George D. Smith, 8 East 45th Street, New York City.

**Books, engravings and drawings relating to North America.** (No. 409; Items 972.) Francis Edwards, 83, High Street, Marleybone, London, W. 1, England.

**Choice and interesting books.** (No. 263; Items 719.) Holland Bros., 21, John Bright Street, Birmingham, England.

**Scarce and standard books in English literature, Gibbon's Roman Empire, first edition, 1776, autograph letters of Samuel Johnson Boswell: The Baskerville Addison, 1761.** (No. V; Items 455.) Dunster House Bookshop, 26 Holyoke Street and Mt. Auburn, Cambridge, Mass.

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# The Weekly Book Exchange

## Books Wanted and for Sale

### BOOKS WANTED

**James Adair, 114 So. 6th St., Minneapolis, Minn.**  
A Genealogy of the Dawson Family.  
Builders of Florence, Brown, illustrated by Herbert Railton.

**Adam, Meldrum & Anderson Co., Buffalo, N. Y.**  
Stoddard's Lectures.  
Encyclopaedia Britannica, 9th, 10th and 11th editions.

**Aldine Book Co., 436 4th Ave., Brooklyn, N. Y.**  
Broome County, N. Y., History of.  
Chenango County, N. Y., History of.  
Warren Co., N. Y., History of.  
We buy at all times all county histories, books or pamphlets for cash.

**Aldus Book Co., 89 Lexington Ave., New York**  
Cabell (J. B.), Jurgen, any edition.  
Cabell (J. B.), Quote all first editions.  
Mary Mapes Dodge, Rhymes and Jingles, Scribner.  
Ward Locke, 19th Century Classic Series, all titles.  
Dr. Douglas Hyde, Three Sorrows of Story Telling.  
Yellow Book or Savoy, any odd volumes.  
H. L. Mencken, Ambrose Bierce, ed. Saltus, all 1st eds.  
J. R. Barrie, Max Beerbohm, W. J. Locke, all 1st eds.

**American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.**

Gibbons, Roman Empire, complete set.  
Epistles of St. John, by Westcott.  
Historic Churches of America, by Wallington.  
Hodges' Theology, 3 volumes.  
Dictionary of Christian Antiquities, complete set, by Smith.  
Schaff Herzog's Encyclopedia, second hand.

**American Book Co., 100 Washington Sq., New York**  
Publishers' Weekly, Nov. 1, 1919.

**Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.**  
Mackay, History of Free Masonry; state condition.

**Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.**  
C. Monzert, Practical Distiller.  
Sailors' Narratives of N. E. Voyages, Houghton.  
Mayor Gaynor's Letters, Ogilvie.  
McCauley's Old Paths.  
Keith's Land of Israel.  
Pryor, Reminiscences of Peace and War, Macmillan.

Dreiser, Genius.  
Seiss, Miracles in Stone, Winston.  
Ryan, For the Soul of Rafael, McClurg.  
Set of Dickens, cloth, cheap.  
Ingelow, Sarah Berenger, L. B. & Co.  
Ingelow, Don John, L. B. & Co.  
Lloyd's Cyclopaedia of Puzzles, Bigelow.  
Lilljencrantz, Viking's Love, McClurg.  
First Nantucket Tea Party, D. P. & Co.  
Clyde, History of Irish Settlement, Bath, Pa.  
Life of Alexander Campbell.  
Herman T. Wolf, Goldfish Breeds.  
J. E. Chamberlain, Listeners in the Country, Sherman French.  
Proctor, Half Hours with Stars, Putnam.  
Life of Capt. John Smith, Edward Asber edition.  
G. A. England, Darkness and Dawn.

**Archway Bookstore, Seattle, Wash.**  
Song of the Wolf, F. Major, Moffat Yard.

**William M. Bains, 1213 Market St., Philadelphia, Pa.**  
Hartmann, Paracelsus.  
Lester, Ku Klux Klan, Neale pub.  
Carter, Plastic Millinery, Cassell.  
Sandison, How to Behave, Christian Herald.  
Wells, Sea Lady.  
Return of Peter Grimm, either Dodd or Grosset.

Bishop, Manufacturers of Penna.  
Letters of Arthur Heath.  
Ridpath, History World, 9 vols.

**Wm. Ballantyne & Sons, 1409 F Street N. W., Washington, D. C.**

Lucas, A Wanderer in Paris, cloth.  
Lewis, Chastity, Fowler and Wells.

**Baptist Book Concern, Louisville, Ky.**  
Spencer's History of Kentucky Baptists.

**G. W. Barker, 219 S. Dearborn St., Chicago, Ill.**  
Lange, Pupil, Meyer, Godet, Pusey, Delitzsch, Henry, Clarke Commentaries.  
Send list of general Theological Books.

**A. S. Barnes & Co., 30 Irving Place, New York**  
The Glory That was Greece, Lipp.  
The Grandeur That was Rome.

**Barnie's Bookery, 724 E St., San Diego, Cal.**  
Beaumarchais, The Marriage of Figaro (English).  
Eddy, Mary, Baker, Miscellaneous Writings, etc.  
Gordon, Osceola.  
El Raschid.  
Publishers' catalogs and terms; also foreign.

**N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.**  
Coligny, by Walter Besant.  
The Mystic Rose.  
Sunset of the Confederacy, by Schaff.

**N. J. Bartlett, 28 Cornhill, Boston, Mass.**  
Archko Volume.  
Great Ice Age, Gerkie, latest ed.  
Sea Power and the French Revolution, Mahan.  
Gilbert Parker, Old Quebec, Macmillan.  
General Armory, Burke, 2 vols., late ed.

**The Beacon Book Shop, 26 W. 47th St., New York**  
The Dark Lantern, by Elizabeth Robbins.  
The Morgesons, Elizabeth Stoddard.  
Morning Star, Rider Haggard.  
Beane's Occult Bookshelf, 955 Eighth St., San Diego, Cal.

Gadbury's Ephemerides, 1702-1728.  
White's Coelestial Atlas, 1740-1799.  
Johan Stoeffler Ephemeridum Opum, 1421-1559.  
Ephemerides, 1420-1659; 1702-1799.  
Raphael's Ephemerides, 1817 and 1818.  
Any old Astrological Works.

**A. A. Beauchamp, 603 Boylston St., Boston, Mass.**  
Memories of a Woman of Pleasure, Leonore Hill.  
Homeland of Jesus, Madam De Montford.  
Blackmore, Cripps the Carrier.  
Drummond, City Without a Church.  
Peterkin Family, Hole.  
Open Court Magazine, Jan., 1907.  
Garnett & Goss, English Literature.

**C. P. Bensinger Code Book Co., 13 Whitehall St., New York**

Meyers 39th Edition Cotton Code.  
A B C 5th Ar Telegraph Code.  
Liebers Standard Code.  
Pocket Edition Western Union, Universal.  
Kellys, Thomas Directories.  
Any American-Foreign Language Code.

**The Bibliopole, 55 St. Mark's Pl., New York**

Donovan, Trial by Jury.  
Law Dictionary.  
Medical Dictionary, late ed.  
English Dictionary, late ed.  
Book on Synonyms.  
Wallace's Darwin on Evolution.  
Butler, Solar Biology.  
Raphael, Astrology Heliocentric.  
Flammariion, Astronomy or Ball's Story of the Heavens.  
Lewis, History of Philosophy.  
Cheiro, Palmistry.  
James, Psychology.



## BOOKS WANTED—Continued

## The Bibliopole—Continued

Lavater, Physiognomy.  
 Good book on Geology.  
 Trufant, Argumentation and Debating, revised ed.  
**The Bobbs-Merrill Co., Indianapolis, Ind.**  
 Patroon Van Volkenberg, Henry Thew Stephenson.  
 The Way to the West, Emerson Hough.  
 The King of Gee Whiz, Emerson Hough and W. D. Nesbit.  
 The Story of Live Dolls, Josephine Scribner Gates, original quarto ed.  
 The Thoroughbred, Henry Kitchell Webster.  
 The South Americans, Albert Hale.  
 Aladdin from Broadway, Frederic S. Isham.  
 Ever After, Juliet Wilbor Tompkins.  
**The Booklovers' Shop, 303 S. 2nd Ave., Minneapolis, Minn.**  
 Phillips, Stephen, Marpesa.  
 Horton Family Tree.  
 Blane, Twenty Years in Congress.  
 Benton, Twenty-five Years in Congress.  
 Champ Clark, Congressional Experiences.  
 Jules Verne, The Headstrong Turk.  
 Jules Verne, Mathias Sandorf.  
 Jules Verne, 500 Millions of the Begun.  
 Jules Verne, Purchase of the North Pole.  
 Memoirs of Thurlow Reed, 2 vols., Miss Reed.  
 From Girlhood to Womanhood.  
**Wm. L. Boyden, 16th & S Sts., Washington, D. C.**  
 Reports of Cases Argued and Determined in the Supreme Court of Arkansas, Little Rock, 1840-45, 5 vols.  
 Pike, Albert, Any books, poems, pamphlets, letters or manuscripts by or about Pike.  
 Masonic Histories, general and local, by-laws, pamphlets, early proceedings of Grand Lodges and other masonic bodies, and masonic medals.  
**Brentano's, Fifth Ave. & 27th St., New York**  
 Hobson's Chinese Porcelain.  
 Walter's Collections of Chinese Porcelain.  
 Elizabeth Pickney's Memoirs, Col. Women's Series.  
 Vol. Containing Doctrine and Discipline of Divorce, Milton.  
 Marriage, Divorce and Separation, 7th ed., 2 vols., Bishop.  
 The Honeysuckle.  
 Plantasms, Braces.  
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 A Lady of Quality, 2 copies.  
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 Admirals All, Newboldt.  
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 How to Ski and How Not To, Caulfield, 3 copies.  
 Songstresses of Scotland, Tyler.  
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 Dryden, Saintsbury.  
 Thalasso, Reynolds.  
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 Unfortunate Love Affairs of Men of Genius, Hitchcock.  
 Farmers' Cyclopedia of Agriculture, Smith.  
 Tyranny of Shams, McCabe.  
 Ancient History of the World, Rollins.  
 The Man Who Tried to Be It.  
 Roman Lawyer in Jerusalem, Story.  
 The Caroline Islands, Christian.  
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 Poetry and Prose of Walt Whitman, Triggs.  
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 The Road, London.  
 Science of Personal Success, Krebs.  
 S. Onleurmacher on Religion, Whittaker.  
 Spirit of the Soil, Knot.  
 Complete Bachelor.  
 St. Marks Rest, Ruskin.  
 Life in California, Robinson.  
 Confessions of a Fool, Strindberg.  
 Bed of Roses, George.  
 Sorcerer's Stone, Grimshaw.  
 Service Book of the Orthodox Church, Hopgood.  
 Benner's Prophecies.  
 Esther, F. S. Compton; pub. by Henry Holt, 1884.  
 The New England Primer.  
 The Loyal Romans.  
 Legends of Old Japan, Miss Mitford.  
 The Rasp, pub. at Fort Riley.  
 Yacht Voyaging, Claude Worth.  
**The Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.**  
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 Cabell, Jurgen.  
**The Brick Row Book Shop, Inc., 19 E. 47th St., New York**  
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 Game Birds at Home, Van Dyke.  
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 In the Sargasso Sea, Janvier.  
**Walter S. Butler, 207 Broad St., Selma, Ala.**  
 Catalogs of Dealers in Second-Hand Books.  
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 Gladstone, Homer and the Homeric Age, 3 vols.  
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 American Archives, 5th series, vols. 1 and 2.  
 Anspach, Two Pilgrims.  
 Ball, Maternal Ancestry of Washington.  
 Barton, Memoir of Dr. Benj. S. Barton.  
 Burlington, N. J., History of.  
 Carver's Travels, 1st or 2nd Eng. ed.  
 Clipper Ships, Anything except Clark.  
 Confederate Episcopal Prayer Book.  
 Darlington, Reliquae Baldwinianae.  
 Davis, Richard Harding, My Freshman.  
 Davis, W. H. W. O., General John Lacey.  
 Elizabeth Drinker's Diary.  
 Dykes, Genus Iris.  
 Farrar, Twenty-second Pa. Cavalry & Ringgold Battalion.  
 Francis, Old New York, 2nd ed.  
 Franklin's Works, ed. by Smith.  
 Greenwood's English Grammar, circa 1720.



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History of 18th Regt., Pa. Volunteer Cavalry.  
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Loyal Legion, Michigan Commandery, vol. 1, War Papers.  
McGroarty, California, Its History and Romance.  
Mott, Campaigns of the 52nd Regt., Pa. Volunteer Infantry.  
Palliser, The Solitary Hunter, or Sporting Adventures in the Prairies, London, 1853.  
Parr's Technical Catalogue, Circa, 1885.  
Parr's Voyage in Search of N. W. Passage.  
Pike, Through the Sub-Arctic Forest.  
Platt's Guide to Oregon, about 1849.  
Portraits and Memoirs of Eminent Americans.  
Paul Preston's Works, Doylestown, 1808, pamphlet.  
Scottish Clans and Their Tartans, pub. Johnston, Edinburgh.  
Simcoe's Journal.  
Staunton's Chess Book, 1847.  
Tribute Book, Circa, 1864.  
Tryon's Vegetable Diet, or Vegetable Cooking, Circa, 1720.  
Who's Who in the Theatre, 1912.

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Campion & Co., 1313 Walnut St., Philadelphia  
Colonial Homes of Philadelphia, Eberlein & Lippincott, pub. J. B. Lippincott Co.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.  
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Haggard, Lady Blossholme.  
Haggard, Red Evv.  
Elements of Social Science, by a Med. Doctor.  
Stevenson, Something of Men I Have Known.  
Ohnet, Debt of Hatred.  
Henley, View and Reviews, Second Series.  
Farnham, Home Manufacturing of Furs.  
Thoreau, Walden, 2 vols., limp. leath., Crowell.  
Hanbury, Sport and Travel in Northland of Canada.  
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McKenzie, Voyages, 2 vols.  
Hearne, Account of a Journey, London, 1795.

Central Book Co., 93 Nassau St., New York  
Science and Health, 1st to 50th eds.  
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Chamberlain Bros., Pittsfield, Mass.  
Adventures in Common Sense, Crane, Lane.

Geo. M. Chandler, 75 E. Van Buren St., Chicago  
Carpenter, Iolaus.  
Carpenter, Intermediate Sex.  
Adams, A Chapter in Erie.  
Harris, Frank, Contemporary Portraits, 1st series.  
Godey's Lady's Book, any vols., 1831 to 1860.  
Patten, The Year's Festivals.  
Peck, Kingdom of Light.  
Sermon on the Mount, Philosopher Press.  
Schuyler, Constitution of the Soc. of the Cincinnati, 1806.  
Drake, Memorials of the Soc. of the Cincinnati, 1873.  
Bugbee, Memorials of the Soc. of the Cincinnati, 1890.  
Society of the Cincinnati, anything.  
Lincoln Letters, Bibliophile Soc., 1913.  
Gray's Elegy, Bibliophile Soc., 1912.  
Commons, Documentary History of American Industrial Society, 10 vols.  
Moore, Avowals, limited ed., signed.  
Crawford, A Sailor Whom England Feared.  
Boston Browning Society Papers.  
Gissing, New Grubstreet.

Chicago Public Library, Order Dept., Chicago  
Bourke, J. G., An Apache Campaign in the Sierra Madre.  
Bourke, U. J., Arayan of the Gaelic Race and Languages.  
Boyle, J., Battlefields of Ireland from 1688 to 1691.  
Bridge, E. A., Easy Lessons in Egyptian Hiero-

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Casler, J. O., Four Years in the Stonewall Brigade.  
Cass, L., North American Indians.  
Caswell, Mrs. H. S., Our Life Among the Iroquois Indians.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.  
Garces, On Trail of Spanish Pioneer, 2 vols.  
Cutler, Topographical Desc. Ohio, 1812.  
Commerce and Commercial Bulletin, Jl. of, 1920.  
Cordier, Some Big Game Hunts.  
Russell, Studies of Western Life.  
Lincoln, Life of, Blaine.  
Ingraham, Southwest by a Yankee.  
Devol, Forty Years a Gambler on Mississippi.  
Immigrant's Guide to Minnesota, St. Anthony, 1856.  
Texas General Laws, 10th Legislature, 2nd extra session, 1865.  
Hamilton, Alex., Life by J. C. Hamilton.  
McGuffey's Readers, 1st, 2nd, 4th, 1868 series.  
McKnight, Old Fort Duquesne.  
Jemison, Mary, Life by J. E. Seaver.  
Howard, Chief Joseph, His Pursuit and Capture.  
Hunt's Merchant's Mag., vol. 47; also vols. 26, 42, 44, 46 to end.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.  
Archko Volume.  
Dawn of Civilization, Maspero.  
Stevenson's Dictionary of Roman Coins.  
Recollections of My Youth, Renan.  
Surgical Aftertreatment, Crandon & Ehrenfrieds.  
Cecil Dreams, Myer Winthrop.

L. M. Cornwall, 227 Pa. Ave., N.W., Washington, D. C.

Sigma Chi Manual, 1916.  
Democracy, Leisure Hour series.  
Robinson, Facts for Farmers.  
Lockwood, Historic Homes, Washington.  
Leupp, Walks about Washington.

S. Cottlow, 1688 Third Ave., New York  
History of Philadelphia Volunteer Fire Dept.

Columbia University Library, New York  
Hegel, Philosophy of History, trans. Sibree, Bohn's Library ed., 1902.  
Santayana, Lucifer.

Columbia Univ. Press Bookstore, 2960 Broadway, New York  
Parker, Where and How.  
The Columbus Book Exchange, 61 E. Chestnut St., Columbus, O.

Holt, Henry, Cosmic Relations.  
Monroe, Making Business Women.  
Monroe, Making Business Men.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.  
Bryce, Geo., Remarkable Hist. Hudson Bay Co.  
Kitchen Diaries, Volland Co.

44, 46 to end.

Jeremiah F. Cullen, 15 S. 9th St., Philadelphia  
City Directories of Easton, Bethlehem, Sunbury.  
Pinkerton's Molly Maguires, quote any time.  
New International Cyclopaedia.  
Reilly, 1st eds; also autographed eds.  
M. Curlander, 14 W. Saratoga St., Baltimore, Md.  
Rinder's Cal. Cameron Etchings.  
Wedmore's Etchings, Conn. Lib.

Dartmouth College, Library, Hanover, N. H.  
Museum of Comparative Zoology Bulletin, vol. 23, no. 5; vol. 25, no. 2; vol. 28, nos. 2, 4, 6.  
Museum of Comp. Zoology Memoirs, vol. 2, no. 2; vol. 4, nos. 1 and 2; vol. 5, no. 1; vol. 14, no. 1; vol. 11, nos. 6 and 7.  
New Europe, nos. 14, 15, 16, 57.  
Sheridan, T., A Rhetorical Grammar of the English Language, 1783.  
Naismith Dawson, 172 Lexington Ave., New York  
Field & Bunney, English Architecture of 17th & 18th Centuries.  
Phoebe Hurst Memorial Competition, 3 copies.



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Kipling, vols. 2, 3, 5, 18, 24, Scribner ed.  
The Diary of Geo. Washington from 1789 to 1791, ed. by Lossing, pub. by Richardson & Co.  
Mitchell, Villa Claudia.

Public Library, Detroit, Mich.

DeBekker, L. J., Stokes Encyclopedia of Music and Musicians.  
Sims, G. R., Poetical Works.  
Wendell, B., Life of Cotton Mather.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.  
Journal of Countess Francois Krasinska, pub. McClurg.

Foreign Conspiracies Against the Liberties of the U. S., Morse.

Imminent Dangers to the Free Institutions of the U. S., Morse.

Life of S. F. B. Morse, Prime.  
Pioneer Spaniards in North Amer., Johnson, 25 copies.

Clipper Ship Era, Clark.  
The Ohio River, Jas. Hall.  
Sketches of the West, John Macdonald.  
Fiona Macleod, Wm. Sharp, Collected Writings, 7 vols.

Dives, Pomeroy & Stewart, Harrisburg, Penn.  
Rifted Clouds, Cook, imported by Doran about 10 years ago from England, must be good edition.

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E. P. Dutton & Co., 681 Fifth Ave., New York

Beebe, Charles I., On Our Speech for a Wilderness, pub. Holt.

Butler-Clarke, History of Spanish Literature, 2nd ed., London, 1909.

Chamberlain, Foundations, etc., 2 vols., pub. J. Lane Co.

Chimney Tops of Old Haddan.

Clough, Gesta Pilato, the Reports, Letters, and Acts of Pontius Pilate, 1887.

Cabell, Jurgen.

Californiana, 1st eds., original bindings only.

Forester, Frank, Books in original binding.

Gratacap, Geology of the City of New York.

Indian Walk, Boundary Lines of Perins Grant in Pa.

Johnston, Strange Adventures Down Green River.

Jordan, Kate, Time the Comedian.

Kipling, Outward Bound ed., vols. 24 and 28.

Lageroff, Gosta Berling.

Martyrs to the Revolution in British Prison Ships in Wallabout Bay.

McFee, Letters from an Ocean Tramp, pub. Doubleday.

Mather, J., Collecting, pub. Holt.

Microtomists Vade-Medum.

Notes for Boys, and Their Fathers, on Morals,

Minds, and Manners by an Old Boy, 1888-1887.

Pelphs, R. H., History of Newgate, Conn.

Revue Hispanique, set or any vols. or parts.

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Library, Casper Whitney, ed., pub. McMillan Co.

Scarron's Poetical Works, French or English.

E. P. Dutton Co.—Continued

Sherwood, Mrs., Little Henry and His Bearer.  
Steuben, Baron, Regulations for Orders and Deposition of Troops of American Revolution.

Stephens, A. S., Gold Brick.

Spottiswood, Polarized Light, pub. Macmillan.

Thornton, Col., Sporting Anecdotes, Sporting Tour

Through Various Parts of France in 1802.

Times Current History, vol. 3.

Walton, Little Dot, pub. Revell.

Walton, Angels' Xmas.

Howe, Two in Sicily.

Theatre, The, ed. by Clement Scott, new series,

vols. 1 to 12 inclusive, ending 1888, and vols. 31,

1898, and all pub. since.

E. P. H., care of Publishers' Weekly

An Inside View of the Vatican Council, L. W. Bacon.

East & West Book Shop, 1534 State St., Santa Barbara, Cal.

Asquith, Margot, An Autobiography, English ed.

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Unknown Life of Jesus Christ.

Salon of 1892.

Eerdmans-Sevensma Co., 208 Pearl St., N. W., Grand Rapids, Mich.

Edmund Kirk, Down in Tennessee.

Matthew Henry, Commentary.

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Tucker, Benj. R., What's to Be Done.

Hart, Psychology of Insanity.

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Geldert, E. M., Modern Greek Language in Its

Relation to the Ancient Greek.

Surtees, Handley Cross.

Watt, Training the Memory.

Hopkins, Rudyard Kipling, a Literary Appreciation.

Tomlins, Child's Garden of Song.

Duke, T. S., Celebrated Criminal Cases in America.

Graham, Harry, Bolster Book.

George, Bed of Roses, Brentano ed.

Leburke, She Devil.

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Problems of Life, S. T. D., Dodd, Mead.

Naturalist on La Plata, Hudson, Dutton.

Baldasare Castiglione, Cartwright, Dutton.

Jayne's Annual of Navies of World.

Sundown Le Flaire, Wister, Harper.

Jimmy John Boss, Wister, Harper.

Cousin Basil, Mrs. Gaskill.

Persian Sketches, J. Malcolm.

Trial of Joan of Arc, Gilbert Murray.

Cradle of Deep, F. Treves.

Last Three Soldiers, Shelton, Century.

Histy. Preparation of World for Christ.

Chameleon, Sherman French.



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 Dogs of All Nations, Walter E. Mason.  
 Science and Health, 1st ed., 1875.

**The J. K. Gill Co., 3rd & Alder St., Portland, Ore.**  
 Lewis & Dryden, Marine History of the Northwest.  
 Heritage of Hiroshige.  
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 Famous Violinists and Fine Violins, Phipson.  
 Rise and Early History of Political Parties in Oregon, 1843-1868.  
 Douglass, Register of Lost Wills.  
 F. Marion Crawford, The Novel, What It Is.  
 Boccaccio's Decameron, vol. 4, bound in red, Bohn Library.

**McLoughlin and Old Oregon, Eva Emery Dye.**  
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 Horner's Oregon Literature.  
 Encyclopedia Britannica, 11th ed., India paper.  
 The Federalist, Alex. Hamilton.  
 Voice of the City, O. Henry, green cloth binding.  
 Four Million, O. Henry, green cloth binding.  
 Howell's Flora of the North West.  
 Condon, Oregon Geology.  
 McLoughlin and Old Oregon, Eva Emery Dye.  
 Birds of Oregon and Washington, Lord.

**Gittman's Book Shop, 1225 Main St., Columbia, S. C.**  
 Letters of Lady Susan O'Brien.  
 Library of Southern Literature, complete.  
 Daniel, The Maid of the Foothills, Grove's Dictionary Music.  
 Garden, Anecdotes of the Revolution.

**Alfred F. Goldsmith, 42 Lexington Ave., New York**  
 Walt Whitman, Leaves of Grass, Wash., 1871.  
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 Beerbohm, Max, More.  
 Any books by Max Beerbohm.  
 The Chief American Poets, Curtis Hidden Page.

**Goodspeed's Book Shop, Boston, Mass.**  
 American Turf Register, after vol. 8.  
 Andover, Mass., Hist. of, Abbott, 1829.  
 Arthur, T. S., Two Merchants.  
 Bartimaeus, Naval Occasions.  
 Becke, Louis, By Reef & Palm & Other Titles.  
 Benson, Cat. of Etchings.  
 Bibliophile Soc. Pub., quote any.  
 Brown, Whaling Cruise.  
 Bulfinch, Life of.  
 Century Dict., supplementary vols.  
 Clemens, Tom Sawyer, old ed.  
 Carter, Robt., Summer Cruise Coast New England, 1888.  
 Coolidge, Susan, For Summer Afternoons, Bost., 1876.  
 Crawford, Lucy, Hist. White Mts.  
 Cunningham, Peter, London.  
 Curry, Rev. D., Life Rev. D. W. Clark, N. Y., 1874.  
 Dresser, Methods Spiritual Healing.  
 Dumaurier, Peter Ibbetson.  
 Farmington, Me., Hist. of, Butler.  
 Fiske, New France in New Eng., L. p. ed.  
 Grolier Club, Pub., any.  
 Hassler, Old Westmoreland.  
 Hind, Hist. Etching & Eng.  
 Hitchcock, Ed., Hist. Zoological Temperance Convention, 1854.  
 Hokusai & His School.  
 Ireland, Hist. Stage.  
 James, Henry, Bibliog. of, Phillips.  
 James, Henry, Essays in London.  
 Lockwood, Furniture.  
 Ludlow, Book on the Stage.  
 Lyons, Colonial Furniture.  
 MacKellar, Amer. Printer, any ed. since 1830.

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 Mass. Audubon Soc. Bulletin, May, 1920.  
 Melville, Moby Dick, Estes ed.  
 Metropolitan Museum Bulletin, vol. 1, nos. 1, 6, 8, 9, 10; vol. 2, nos. 3, 6, 11; vol. 3, nos. 1, 2; vol. 4, no. 1; vol. 5, nos. 1, 2; vol. 7, nos. 6, 7, 8, 10; vol. 8, no. 4; vol. 11, nos. 1, 2, 3, 8; vol. 13, no. 12; vol. 14, nos. 8, 10; vol. 15, nos. 1, 5.  
 Mount Desert, Hist. of, Street.  
 Moxon, Mechanic Exercises, vol. 2.  
 New England Anti-Masonic Almanac, 1829.  
 New Jersey, 4 vols., Lewis Co.  
 Game Birds of N. Y., N. Y. Museum Memoir 12, 2 vols.  
 Parkman, Francis, L. P. ed., Conspiracy Pontiac; Jesuits North Amer.; Oregon Trail.  
 Pratt, Horse Training Book.  
 Roberts, N. Y. in Revolt., with Supplement.  
 Rowan Co., N. C., Rumble, 1881, 1916.  
 Sargent, Charles Lenox, Alex. Smith, General Signals for Night & Day, Bost., 1817.  
 Sawyer, Pistols & Revolvers.  
 Scripture, Experimental Phonetics.  
 Silhouettes, Anything on.  
 Starbuck, Hist. Whaling.  
 Tears of Heliades.  
 Thatcher, Traits of Tea Party, 1835.  
 Treves, Cradle of the Deep.  
 Trollope, 1st eds.  
 Verrill, Real Story of the Whaler.  
 Walker, Williston, Ten New England Leaders.  
 Waterford & Scotch Glass, Anything on.  
 Webster, New International Dic., 1910 or later.  
 Wrentham, Mass., Vital Records.  
 Genealogies: Baker, Richard, 1889; Cady, 1910; Glover, Hanna, 1905; Hodges, 1853 or 1890; Hume, 1903; Ingersoll, 1893; Kolb, Kulp, etc., 1895; Lawrence, 1858; Lindsay, 1889; Ogden, 1906; Root Gen.; Shannon Gen.; Southwick, Lawrence, Descend.; Starr, 1879.

**Gotham Book Mart, 128 W. 45th St., New York**  
 Sinclair, Love's Pilgrimage.  
 Duncan, Isadora, Dancing.  
 Stopes, On Memory.  
 International Studio, Nov., 1919.  
 Author's Digest, 20 vols.  
 Gypsies and Their Music.

**Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.**  
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 If I Could Fly, Hubbell, Putnam.

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 Internat. Encyclopedia.  
 Great Pictures, Esther Singleton.

**Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.**  
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 Benjamin, The American Builders' Companion; or, A New System of Architecture, 1806.  
 Benjamin, The Country Builder's Assistant, 1805.  
 Benjamin, Practice of Architecture, 1831.  
 Brown, European and Japanese Gardens.  
 Martin, Building Construction.  
 Brochure Series.  
 Platt, C. A., Italian Gardens.  
 Triggs, The Art of Garden Design in Italy.  
 Benjamin, Asher, The Rudiments of Architecture, Boston, 1814.  
 Lyon, Colonial Furniture in America.  
 Mumford, Oriental Rugs, 1st ed.  
 Corner & Soderholtz, Colonial Architecture in New England.



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Chanler, Colonial Architecture in Maryland, Pennsylvania and West Virginia.  
 Cram, English Country Churches.  
 Sturgis, Dictionary of Architecture. 4 vols.  
 Adam, R. & J., Works in Architecture (original) 3d vol.

Any books relating to Architecture. Furniture, Decorations and the Kindred Art.

B. Herder Book Co., 17 South Broadway, St. Louis, Mo.

Catholic Encyclopedia.  
 Fulmore, History and Geography of Texas.  
 Brown, History of Texas.  
 Bancroft, History of California.  
 Bancroft, History of Texas, 2 vols.  
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 Bancroft, History of Central America.  
 Bancroft, The Native Races.  
 Cutts, The Conquest of California and New Mexico.  
 Macleod, History of Catholicism in North America.

Walter M. Hill, 22 E. Washington St., Chicago

Austin Leigh's Jane Austin, 1874.  
 Davy Crockett's Autobiography.  
 Cushing's Zuni Folk Tales.  
 Dumas' Works, vol. 17, limited ed.  
 Ferrero's Lombroso's Criminal Man.  
 Gilfillan ed. of British Poets, 48 vols., binding.  
 Hamilton's Works, set of.  
 Hearn's Interpretation of Literature, 1915.  
 Helps' History of the Spanish Conquest of the Americas.

Howe's Story of a Country Town.  
 First eds. of J. G. Huxner.  
 Huxley's Agnosticism.  
 Henry James, 1st American eds.  
 LaGallienne's My Ladies' Sonnets, 1st ed., also any other 1st eds. of LeGallienne.  
 Letters of Edward Fitzgerald to Fanny Kemble.  
 Luchaire's Social France at the Time of Philip Augustus.

Macleod, Fiona, anything by.  
 Works of Marryatt, 24 vols., Dent.  
 Melville's Israel Potter; White Jacket, Redburne.  
 Oliver's Life of Hamilton.  
 Patterson's Memoirs, 1885.  
 Richardson's Vita Medica, Longmans, 1897.  
 Sewall's Diary.  
 Shelley's Philosophical View of Reform.  
 Swing's Sermons.  
 The Thirsty Sword.  
 Tinker's Dr. Johnson and Fanny Burney.  
 The World of Men.

Himebaugh & Brown, Inc., 471 Fifth Ave., New York  
 Marie, H. Rider Haggard, Longman.  
 Finished, H. Rider Haggard, Longman.  
 The Wanderer's Necklace, H. Rider Haggard, Longman.

Baroness Van Hutten, Pam and Pam Decides.  
 Living Hours, Schmitzler.  
 The Bee, Anatole France, Illus. ed.  
 Dean Swift, 19 vols.  
 Pickwick, 1st ed.  
 Books on Oregon, Wyoming, New Mexico, Arizona.  
 Ben Jonson, Murray ed.  
 Fable of Bees, Maudeville, 1723 ed.  
 American Language, Mencken.  
 Culture of Self Helping, Waters.  
 Matthews ed. of De Quincy.

Hochschild, Kohn & Co., Inc., Howard & Lexington St., Baltimore, Md.

Making of a Marchioness, Burnett.  
 Set of Ludwig Ganghofer's Works, trans. into Eng.  
 Hungry Hearts, Phillips.  
 Set of Book of Knowledge.  
 Trans. of a Savage, Parker.  
 Piano, Its Origin, Progress, etc., Edw. F. Rimbault.  
 Castle of Ostrande, Walpole.  
 By Right of Purchase, Bindloss.  
 African Notes and Experience, Selous.  
 Shakespeare Version of Midsummer Night's Dream, Ben Greet ed.  
 Winesburg, Ohio, Anderson.  
 Mother of Men, Philpots.  
 Jeremiah Taylor's Life of Christ.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.  
 Open Country, Maurice Hewlitt.  
 Set of Mark Twain, any good ed.

John Howell, 328 Post St., San Francisco, Cal.  
 History of Tuolumne County.  
 Peters, Borrowed Plumes.  
 Vasari's Lives.  
 First eds. of Lacadio Hearn, Bret Harte and Mark Twain.  
 Science & Health, 1st and early eds.  
 Books by Francis Bacon.  
 Autobiography of Benj. Franklin.  
 The Lark, bound vols. or single nos.  
 Annals of San Francisco.  
 Peter's Life of Kit Carson.  
 Californiana.

First eds. of Dickens, Thackeray, Lewis Carroll, Ambrose Bierce.  
 Books by Robert Fludd.  
 Voynich, The Gadfly, early ed.  
 Dr. Bucke's Life of Walt Whitman.  
 Hesoid, Bohn Library ed.  
 History of San Benito County, Calif., 1881.  
 History of San Diego County, Calif., 1883.  
 History of Sutter County, 1879.  
 History of Sonoma County, Calif., 1880.  
 The Medici, Colonel G. F. Young, London, John Murray, 1913.  
 Mother of California, North.  
 The Picaroons.

Paul Hunter, 401½ Church St., Nashville, Tenn.  
 Brand's Iconoclast, 2-vol. ed.  
 Clarke's Commentary, 6 vols., ed. before 1860.  
 Woolard's All That's Lovely, limp leather.  
 Jones & Rhys, The Welsh People.

Henry E. Huntington Library, San Gabriel, Cal.  
 Butterfield, Washington-Irvine Correspondence.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.  
 Set of Saintsbury Balzac.

Julian, care of Publishers' Weekly  
 Frank Leslie's Boys' and Girls' Weekly, 1874-81.  
 P. J. Kenedy & Sons, 44 Barclay St., New York  
 Doctrine and Doctrinal Disruption, Mallock.

Kimball Bros., 46 Columbia St., Albany, N. Y.  
 Mrs. Grant's Memoirs of an American Lady.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.  
 Art Education in the High School Prang.  
 The Theatre, Hastings, J. B. Lipp. Co.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.  
 J. Marshall's Life of Geo. Washington, 50 vols., 2nd ed., 1805.  
 W. Ireland, Book Lover's Euchiridion.

Kroch's International Bookstore, 22 N. Michigan Blvd., Chicago  
 Spoon River Anthology, 1st ed.  
 Meyer, Graefe History of Art, 2 vols.

Kuttner's Sons, 115 S. Spring St., Los Angeles, Cal.  
 Vol. 9 only, Americana, pub. 10 years ago.

L. C. G., care Publishers' Weekly  
 Lucretius, by W. H. Mallock, published by Lane.  
 Chas. E. Lauriat Co., 385 Washington St., Boston  
 Greek Lines, Van Brunt, H. M.  
 In the Sargasso Sea, Janvier.  
 Dorothy Vernon of Haddon Hall, Charles Major.  
 Jurgen's Cabell.  
 History of Ornament, Hamlin, Century.  
 Patris, L. I. Guiney, Copeland & Day.  
 Judgment of Eve, May Sinclair.  
 Sun Maid, Mrs. Alexander.  
 Old Myddleton's Money, Mrs. Alexander.  
 Wooing O'tt, Mrs. Alexander.  
 Architecture for General Readers, Stratham, Scribner.  
 Life of Rear Ad. John A. Winslow, Putnam.  
 Shipbuilding Industry in the U. S., Wash., 1882.  
 Ecco Homo, Nietzsche.  
 Drake, Historic Mansions, New Illus. ed., 1899 or 1900.  
 Drake, Old Landmarks, New Illus. Ed., 1900.



## BOOKS WANTED—Continued

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.  
Slovenly Peter.  
Guide to Birds of New England and Eastern N. Y.,  
Ralph Hoffman, H. M. Co.

Lemcke & Buechner, 32 E. 20th St., New York  
Clarke, Ida, Domestic Science for the First Year.  
Talbot, M., The Education of Women.

A. Atlas Leve, Syracuse, N. Y.  
Coin, Chess and Stamp Books.

C. F. Lewis, 622 Pike St., Seattle, Wash.  
Davis, Rise and Fall Confederacy.  
DeMorgan, First Notion of Logic.  
Potter, M., Flame Gatherer.  
Lewis & Clark Expedition, McClurg.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.  
Sabin's Dictionary Americana, any parts.

B. Login & Son, 152 E. 23rd St., New York  
Albutt, System of Medicine, last ed.  
Beaumont, Physiology of Digestion.  
Parson, Pathology of the Eye.  
Haab, Atlas Dis. of the Eye.  
Haab, Ophthalmoscopy.  
Dealers send lists of Chemical and Medical Periodicals and Books.

Lord & Taylor Book Shop, Fifth Shop, at 38th St.,  
New York  
Hudson, Crimson Conquest, McClurg.

Lowman & Hanford Co., Seattle, Wash.  
James Buchanan, Works, 12 vols., pub. Lippincott.

McClelland & Co., 141 N. High St., Columbus, O.  
Oriental Rugs, Walter Hawley, Lane.

McDevitt-Wilson's, Inc., 30 Church St., New York  
Billoc, Pyrénées.

Allen Dare of Robert du Diable, 10 vols.  
Vol. 4, Peter Simple, Capt. Marryat, B. F. Collier,  
blue cloth.

Qugen Moo, or the Egyptian Sphinx.  
Poems, William Collins, ed. William Thomas, pub.  
Macmillan.

Rolf, Sub-Tropical Vegetable Gardening.  
Book of Knowledge, cloth.

The Open Market, Bacon.  
Pollock, Spinoza, Life and Philosophy.

Stanton, Cyclopaedia of Face and Form Reading.  
Catholic Encyclopedia.

DeMorgan, Alice for Short, English ed. preferred.  
William Allen Butler's Poem, Miss Flora Mac-  
Flimsey.

Beard, Story of J. F. Oberlin, Pilgrim Press.  
Hasluck, Knotting and Splicing, McKay.

Hough, Magnificent Adventure, Appleton.  
DuBois, Fireside Child Study, Dodd.

Fletcher, History of Architecture, 5th ed., Scribner.  
James, W., Psychology, American Science Series,  
Briefer Course, Holt.

Kirkegaard, Practical Handbook of Trees, Shrubs,  
Vines, etc.

Hardy, Under the Greenwood Tree, cloth, Harper.  
Darby O'Gill and the Good People, Templeton.

2 copies Second Divisions, vols. 1 and 2, Schurer,  
A History of Jewish People in Time of Jesus  
Christ, Scribner.

Cabell, Jurgen.  
Life of Lucretia Mott.

Newman F. McGirr, 39 S. 19th St., Philadelphia  
Brotherhood, Book of the Signers, Phil., 1861.

Same, Phila., 1875.  
Essay of Autographic Collections of the Signers of  
the Dec. of Ind., N. Y., 1889.

Life of Alfred Lyttleton, Longmans, 1917.  
Staunton, Handbook on Chess, London, 1847.

Jones, Juniata Valley, Penna.  
Autobiography of Charles Biddle, Phila.

Barber, Dr. E. A., Amer. Glassware, 16mo, Phila.,  
1900.

Union and Middlesex, N. J.  
Field, Eugene, The Stars, N. Y., 1901.

S. F. McLean, 248 South Broadway, Los Angeles,  
Cal.  
Bartley Campbell's The White Slave.

Calvert's Spanish Series, Architecture, any vols.

Macauley Bros., 78 Library Ave., Detroit, Mich.  
Stories from Chaucer, Seymour.  
Hand Book of Style.

R. H. Macy & Co., Inc., Herald Sq., New York  
Lives of the Queens of England, 6-vol. ed., Agnes  
Strickland, Macmillan.

Jos. A. Margolis, 117 E. 28th St., New York  
Jhonston, Alex., American Orations, 4 vols.  
Marriage and Divorce Laws of the World.

Jordan Marsh Co., Boston  
The Bretons at Nome, Francis M. Gostling.  
Qugen Moo, or the Egyptian Sphinx.  
Pacific Railway Survey.

M. R. Martin & Co., Inc., 926 Pacific Ave., Tacoma,  
Wash.  
Gordon's Last Days of the Confederacy, state price  
and condition of binding.

L. S. Matthews & Co., Olive St., St. Louis, Mo.  
Taylor, Sex Disorders.  
Adami & McCrae, Path., 2 vols.  
Bailey, Hist., any ed.  
Encyclop. Britannica, Handy Vol. size, India paper,  
brown sheepskin.

Medical Standard Book Co., 301 N. Charles St.,  
Baltimore, Md.

History of Pianoforte and Pianoforte Players, Os-  
car Bic, Dutton, either English or German ed.  
Pianoforte, Its History, Origin, etc., Rimbault.

Isaac Mendoza Book Co., 17 Ann St., New York  
Audubon & Bachman, Quadrupeds of America, 3  
vols.

Jepson, Admirable Tinker.  
Walpole's Letters.

Dumas, Celebrated Crimes, Barrie, Japan paper,  
odd vols.

Perry's Japan, 3 vols.  
Mrs. Wilson W. Mills, 537 Rivard Blvd., Grosse  
Pointe, Mich.

Burroughs, Songs of Nature.  
Wm. H. Miner Co., Inc., 3518 Franklin Ave., St.  
Louis, Mo.

Thurston, Where the Tide Comes In.  
Phillips, Great God Success.

Cesch, Christian Philosophy of Life.  
James, Henry, The Tragic Muse, 2 vols.

Whitehead, J., The American Pastry Cook, Chicago.  
Modern Book Society, 5 Hanson Pl., Brooklyn, N.Y.

Cowan's Curiosity of Insect Life.  
Marsh's The Thesaurus Dictionary.

Moroney, Third St., Cincinnati, O.  
Ky. History, Secular, or Religious.

Ind. History, State or County.  
Ohio History, State, County, Cities.

Ohio Co. History, Butler, Clermont, etc.  
Irish and Catholic Histories and Literature.

Catholic and Jewish Encys., cheap.  
Prices must be low (cheap).

The Irish Brigade in Service of France.  
Le Conte's Evolution of Religious Thought.

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Vatican Library Stories.

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Foste's Health and Disease, etc.

Science and Health, Mrs. Eddy.  
Sets of Oratory or Eloquence.

Dewey and Taft and other Etcs.  
Williams, Metal Worker's Pattern Book, and other  
Metal Worker's Pattern Books.

Morris Book Co., Inc., 24 N. Wabash Ave., Chicago  
Where to Fish in Florida, Gregg.

St. Nicholas, Nov., '12, to Nov., '13, Nov., '15 to  
Nov., '16, bound or in nos.

Manufacturing of Liquors, etc., Lacour, Dick & F.  
Anatole France, Reine Padoque, Lane.

Albert P. Ryder, Sherman, Limited ed.  
Story of the Outlaw, Hough.

John Morton, 1 Duke St., Brighton, England  
Freemasonry or Rosicrucian Books, old or mod., al-  
ways wanted, also old Masonic Curios or Regalia.



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The Christ Myth.  
The Historic Christ.

Newbegin's, San Francisco, Cal.

The Lark, parts or sets.  
The Yellow Book, 13 vols.  
Hittell's California, odd vols.  
Any Hawaiian items.  
Any Carrington items.  
Any Kelmscott items.  
Any Doves Press items.  
Wright's Shakespeare, odd vols.  
Fernanda Polynesia.  
Pictures of Early San Francisco.  
Autographed Letters of Bret Harte, Mark Twain and Robert Louis Stevenson.  
Vining, Inglorious Columbus, Appleton.  
Dwinnell, History of San Francisco, 3rd or 4th ed., will pay \$30.00.

Norman, Remington Co., Charles St., Baltimore, Md.  
Roland, Six Pointed Cross in the Desert, Stokes.  
Farmer, Versailles & Court Under Louis XIV, Century.

Rodd, Modern Chromatics, Appleton.  
Bolingbroke, Letters upon Use & Study of Histry.  
Cardinal D'Ossat, Correspondence.  
Roland, Good Shepherd, Stokes.  
McDonald, Malcolm, McKay.  
Lowndes, Chink in the Armour.  
Russell, Co-operation and Nationality.  
Alfonso & Martinez, Cuba before World.  
Yachts & Yachtsmen of America.  
Mahan, Major Operations of Navies of Amer. Rev.  
Eaton, At New Theatre.  
Jones, Foundations of Natl. Drama.  
Annals of Sandy Spring, vol. 3.  
Louys, Aphrodite, Brown's ed.  
Mencken, Amer. Language.  
Suppressed Poems of Lord Alfred Douglas.  
Burke, Works, 18 vols.  
Harmonics of Evolution.  
Strickland, Lives of Queens of England, Abridged, A. B. Co.  
Wickham, Horace for Eng. Readers, Froude, 1903.  
Allen, Reason, Oracle of Man.  
Life and Public Services of Wm. Fessenden.  
C. P. Gilman, The Home, Doubleday.  
Hind, Short Histry, of Engraving & Etching.  
Catalog of Collection of Chinese Porcelains, etc., in Walters Art Gallery, illus.

Ernest Dressel North, 4 E. 39th St., New York  
Adams, H., History of the United States, 9 vols.  
Adams, H., St. Michel and Chartres, 1st ed.  
Atlantic Souvenirs, 1827-28-30.  
Audubon, Birds of America, N. Y., 1840-44, 7 vols.  
Bartram, Travels.  
Bernard, Geoffrey Tory Riverside Press.  
Blake, Life of Gilchrist, 2 vols.  
Browne, Portrait Gallery of Celebrated Americans.  
Burroughs, Whitman.  
Pierre De Coulevain, The Wonderful Romance.  
Davis, E., Salmon Fishing on the Grand Cascapedia.  
Deutsch, Babette, Poems, N. Y. ed.  
Drake, Salving a Derelict.  
Gray, Asa, Letters.  
Hammond, Colonial Mansions.  
Hale, Six Stories and an Interlude.  
Hollis & French, American Silversmith, 1917.  
Hudson-Fulton Celebration, 1909.  
James, H., What Mazie Knew, or any 1st eds.  
James, Bibliography, Phillips.  
Jerdan, T. C., Illustrations of Indian Ornithology, Madras, 1847.  
Jowett, Plato, Oxford.  
Linnaeus, Correspondence.  
Masefield, Reynard the Fox, 1st ed.  
Matthews, Outlines in Local Colour, 1st ed.  
Maury, Life of, Corbin.  
Maury, Physical Geography of the Sea.  
Mitchell, Weir, Hugh Wynne, L. P., 2 vols.  
O'Connor, The Good Gray Poet.  
Omar Khayyam, Putnam, 1900.  
Omar Khayyam, Nicholas Version.  
Poe, The Raven, N. Y., 1845.  
Rainsford, Lion Hunting in Africa.  
Roosevelt, The Wilderness Hunter, L. P. and any titles.

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Rose, Across the Rocky Mountains.  
Schofield, British Columbia, Historical Vol. only.  
Shakespeare, Sonnets, Copeland & Day.  
Trollope, Any 1st eds.  
Twain, Tom Sawyer, 1st ed.  
Vittori, Concentration Psycho-Theopist, Thorne.  
Von Arnim, The Caravaners.  
Washington, 100th Celebration of George Washington.  
Wendell, The Man of Galilee.  
Whitman, Leaves of Grass, 1855-1856-1867, Wash., 1871.  
Whitman, Passage to India, 1st ed.  
Whitman, Drum Taps, 1st ed.  
Wilde, Ballads of Reading Goal, first ed.  
Wister, O., The Virginian, first ed.  
Youmans, Pioneers of Science.

A. H. O'Brien, 1 Hawthorne Ave., Toronto, Can.

Red River items, any.  
Selkirk Settlement, anything.  
Prince Society, Champlain, vol. 2.  
Address of collectors of Canadiana.  
Imperfect copies or odd vols. of the following:  
Haliburton, Sam Slick.  
Hearne's Journey, 8vo.  
Heriot, Travels.  
Lambert, 2nd ed.  
Mackenzie, Voyages, 1801, 4to.  
Murdoch's History of Nova Scotia.  
Meares' Voyages, 4to.  
Norman, Portraits of British Americans.  
Selkirk Items.  
Christie, History of Canada, vols. 5 and 6.  
Burgoyne, State of Expedition.

Old Corner Book Store, Inc., 27 Bromfield St., Boston

Swenn, Blanch Willis Howard.  
The Desert, A. C. Smith.  
The Art of Worldly Wisdom, Belshazer Grathian.  
Nineteenth Century, Havelock Ellis.

C. C. Parker, 220 South Broadway, Los Angeles, Cal.

Autobiography of Mark Rutherford.  
Revolution in Tanners Lane.  
Reaping the Whirlwind, Mary Cecil Hay.  
Back to the Old Home, Mary Cecil Hay.  
The Arundel Motto, Mary Cecil Hay.  
Old Myddleton's Money, Mary Cecil Hay.  
Tanhauser and Venus, Aubrey Beardsley.  
Forster's Life of Dickens.  
Blavatsky's Secret Doctrine, Eng. or Indian ed.  
Diamond Lens, Fitzjames O'Brien.  
Mining Camps, Charles H. Shinn.  
Rear Guard of Revolution, Gilmore.  
Advance Guard of Western Civilization, Gilmore.  
The Third Circle, Frank Norris.  
The Religion of a Gentleman, Dole.  
Idea of Mary's Meadow, Violet O'Connor.  
The Dance, Duncan, Forest Press.  
The Theatre of Today, Modernwell.  
For Her Dear Sake, Mary Cecil Hay.  
Forgotten Children's Books.  
Arizona & Sonora, Sylvester Mowry.  
What Is Property? Proudhon.  
Journegneff and His French Circle.  
Ten o'Clock, Whistler.  
Gem Stories, G. F. Herbert Smith.  
Cotton, Willard, Preble & Hall Genealogy.  
Memoirs of Madame Modjeska.  
Memoirs of Ellen Terry.  
Mr. Waddy's Return, Theodore Winthrop.  
Lyrics: Ejlada, The Great Bridge, and In the Summer-time, Joseph Hudson Young.  
Mutineers of the Bounty, Lady Belcher.  
In Powder & Crinoline, illus. Kay Nielsen.  
East o' the Sun, etc., illus. Kay Nielsen.  
In the Shadow of God, Guy Arthur Jamieson.  
Brown's History of N. Y. Stage, 3 vols.  
Records of Later Life, F. A. Kemble.  
On a Georgia Plantation, F. A. Kemble.  
Done in the Open, Fred'k Remington.  
Ladies Whose Bright Eyes, F. M. Hueffer.  
Tales of Mean Streets, Morrison.  
Society as I Have Found It, Ward McAllister.

Pearlman's Book Shop, 933 G St., N.W., Washington, D. C.

Boscawen, The First of Empires.  
Crockett, Red Axe.



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 Stockley, Wanderfoot.  
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 Stockley, Virginia of the Rhodesians.  
 Cabell, Jurgen, 2 copies.  
 Harris, The Circuit Rider's Widow, new preferred.  
 Stubbs, Wm. H., Manual, Treatise on Linotype Keyboard.

Pettibone McLean Co., 23 W. 2nd St., Dayton, O.  
 Frank Leslie's Boy's & Girl's Weeklies, 1874 to '81, inclusive.  
 Life of Richardson Burton, His Wife.  
 Life of Byron, Thomas Moore.

N. A. Phemister Co., 42 Broadway, New York  
 American & English Railway Cases, vol. 51.  
 National Bankruptcy Register, vol. 19.  
 American Law Register, old series, vol. 46, 1898.

Pownser's Book Store, 37 N. Clark St., Chicago  
 Armstrong, Around the World with a King.  
 Bunce, Fairy Tales, Their Origin, etc.  
 Garnett & Gosse, History of English Literature.  
 Lacey, Nature, Miracle & Sin.

Presbyterian Bd. of Pub., 125 N. Wabash Ave., Chicago  
 11th Cambridge ed. of Encyclopedia Britannica, buckram binding.

Presbyterian Bd. of Pub., Witherspoon Bld., Phila.  
 Theology for the Masses.

Presbyterian Bd. of Pub., 411 N. 10th St., St. Louis, Mo.

Shedd's Systematic Theology, complete.

Presbyterian Book Store, Sixth Ave. & Wood St., Pittsburgh, Pa.

English Composition, Hammond Lamote.  
 Poetry, Comedy and Beauty, C. C. Everett, new or 2nd-hand.

Presbyterian Book Store, 411 N. 10th St., St. Louis, Mo.

Complete set of the Harvard Classics, 50 vols., good condition.

Theology of the Westminster Symbols, Morris.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Owen Jones, Grammar of Ornaments.

Wells, Circumstantial Evidence.

Wilde, Oscar, Prose and Poetry, Cosmopolitan Press ed.

Putnams, 2 W. 45th St., New York

Joline, Rambles in Autograph Land.

Fitch, Comfort Found in Old Books.

Berenson, Study and Criticism of Italian Art.

Gissing, By the Ionian Sea.

Morris, Old French Romances.

Danson, Garden Without Walls.

Crane, Just Human.

Bryant, Poems, ed. Godwin, large type.

Religion of Christ in the Twentieth Century.

Queen City Book Co., 43 Court St., Buffalo, N. Y.

Byerly, Differential Calculus.

Louis Tracy, One Wonderful Night?

Complete set, Arthur B. Reeves.

Thumb Nail ed. Marcus Aurelius.

Peter Reilly, 133 N. 13th St., Philadelphia

Westropp & Stamland, Ancient Symbol Worship.

Faber, Origin of Pagan Idoltry.

O'Donoghue, Theology and Mythology.

Armour of Tyre, Sylvanus Cobb.

Robson & Adece, Schenectady, N. Y. [Cash]

Old Mexico, Harper, 1889.

Art of Fishing, Camp, Outing ed. only.

White Man in Nigeria, Hazlettine.

Autocritics under British in Egypt, Pamphlet.

Their Pilgrimage, Warner, ill. ed. pub. Harper, 1887, only.

Tom Brown at Oxford; Tom Brown at Rugby, Porter & Coate's photogravure ed. only.

Love & Luck, Roosevelt, Harper.

## Robson &amp; Adece—Continued

The World's People, Keane.  
 Father Zahn, anything.  
 Monograms & Lettering, Bergling.  
 Direction of Desire, Bligh.  
 Dodge Genealogy, Rev. Wm. Dodge.  
 Philosophy of the Unconscious, Hartmann.  
 A Vanished Arcady, Graham.  
 Space, Time and Gravitation, Edington.

Frank Rosengren, 1740 N. Albany Ave., Chicago

J. B. Cabell, any 1st eds.

Quote any of Leonard Merrick, Huneker.

Temptations, Pinski.

St. Paul Book & Staty. Co., 55 E. 6th St., St. Paul, Minn.

The Maid Marian, T. L. Peacock.

Saint Nicholas Magazine, bound, vol. 1 to date.

Lewis & Clark, Original Journal ed. by Thwaites,

pub. Dodd, Mead & Co.

Any books on Virginia County or State History.

A. L. Schmalzried, 5453 Goodwin St., Dallas, Tex.

Vol. 1, Mexico, vol. 7, Calif., Bancroft.

Astral Worship, Rev. Robt. Taylor.

The Diegesis, Rev. Robt. Taylor.

The Great Pyramid, Jezek, McCarthy.

Southern Selections, James.

Bob Taylor's Lectures.

Schulte's Book Store, 80 Fourth Ave., New York

Sukloff, The Life Story of a Russian Exile.

Harnack, Mission and Expansion of Christianity.

Dobschutz, Christian Life in the Primitive Church.

Ames, State Documents on Fed. Relations.

Baldwin, Individual and Society.

Barker, Amer. Glassware, Old & New.

Beard, Loose Leaf Digest of Short Ballot Charters.

Beebe, The Bird.

Bloomfield, Study of Language.

Brink, Language and Meter of Chaucer.

Brooks, Corruption in Amer. Politics and Life.

Cheyney, Social Changes in Eng. in 16th Cent.

Coblentz & Vorisik, Manual of Volumetric Analysis.

Coffman, New Theory Concerning the Origin of

Miracle Play.

Couvin, National Supremacy.

Croly, Progressive Democracy.

Day, Anatomy of Pattern.

Donunon, Frontiers of Lang. and Nationality in

Europe.

Drage, Austria-Hungary.

Duff, Russian Realities and Problems.

Grant, French Monarchy.

Harris, Diplomatic History of U. S.

Hart, Foundations of Amer. Foreign Policy.

Hart, Handook of Hist. of Diplomacy & Gov. of

U. S.

Hassall, European Hist. Chronologically Arranged.

Hazlitt, Literature of the Age of Elizabeth & Char-

acters of Shakespeare's Plays.

Henderson, Amer. Diplomatic Question.

Hooper, Hand Loom Weaving.

Horsburgh, Modern Instruments and Methods of

Calculation.

Hughes, Dress Design.

Johnston, Napoleon, A Short Biography.

Jones, Readings on Parties and Elections.

King & Okey, Italy Today.

Lewin, German Road to the East.

Lockwood, Colonial Furniture in Amer., 2 vols.

McClure & Aberlein, Practical Book of Period

Furniture.

McDougall, Introd. to Social Psychology, 4th ed.

McGregor, City Gov. by Commission, Mun. Refer-

ence Bur.

Morgan, Evolution and Adaptation.

Muller, Science of Language.

Nolen, Replanning of Small Cities.

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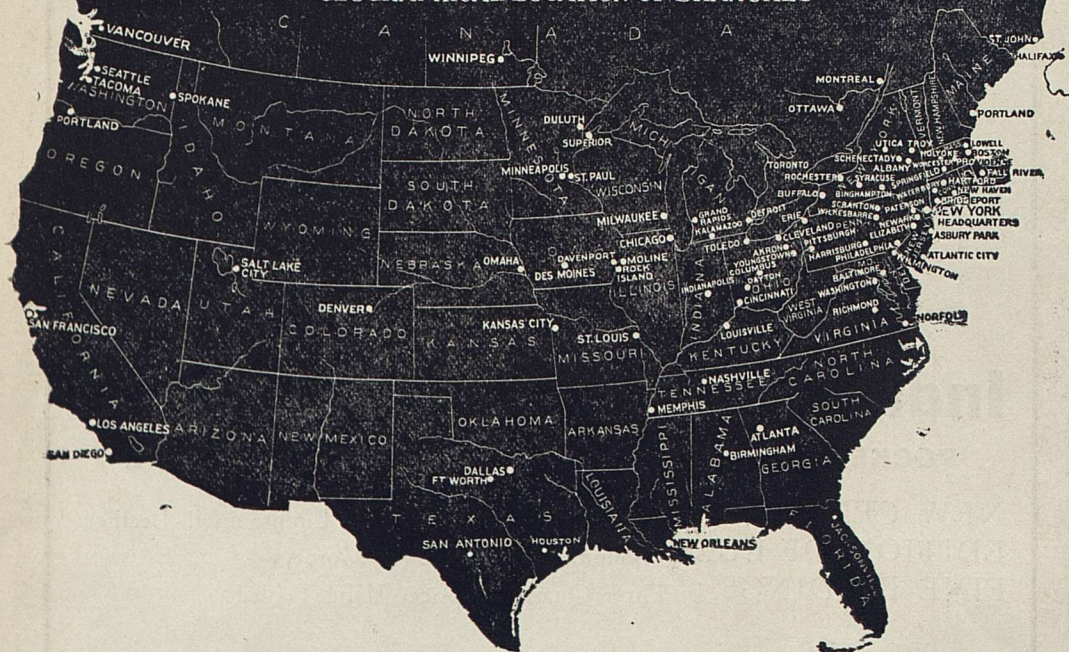
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